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FIFTEENTH CENSUS OF THE UNITED STATES: 1930

DISTRIBUTION

AGRICULTURAL COMMODITY SERIES

DISTRIBUTION OF BUTTER, CHEESE EVAPORATED AND CONDENSED MILK, AND ICE CREAM

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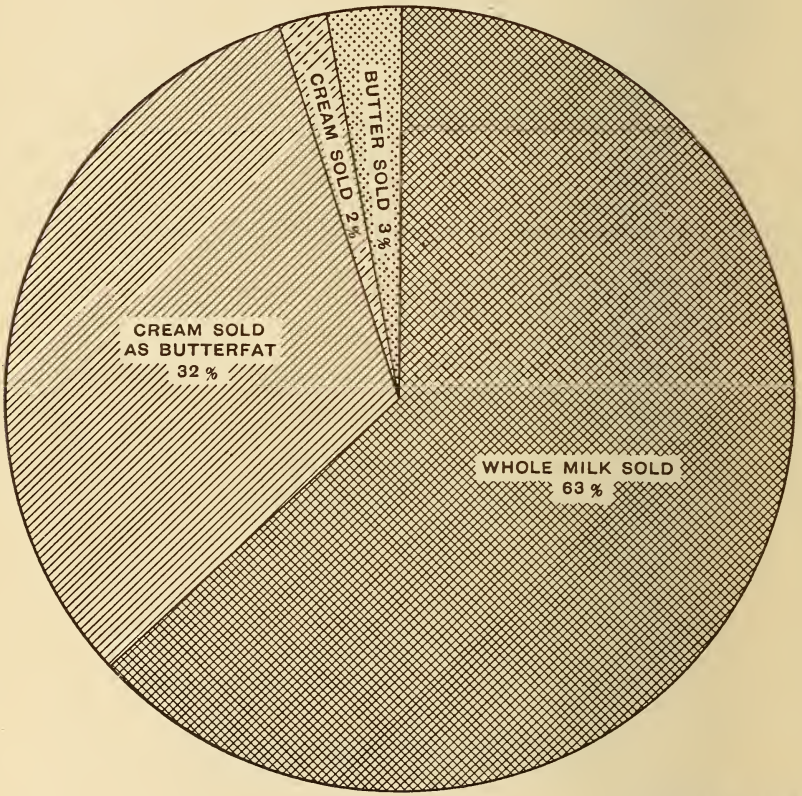
FARM SALES OF DAIRY PRODUCTS: PER CENT OF TOTAL REPRESENTED BY SALES OF SPECIFIED PRODUCTS, 1929, CENSUS OF AGRICULTURE (1930)



	Thousands of dollars	Per cent of total
All dairy products sold ..... total value	1,657,640	100
Whole milk sold	1,036,650	63
Cream sold as butterfat	538,795	32
Cream sold as cream	26,139	
Butter sold	56,056	3

THE DISTRIBUTION OF BUTTER, CHEESE, EVAPORATED AND CONDENSED MILK, AND ICE CREAM

By Charles D. Bohannan, *in Charge of the Section of Agricultural and Rural Distribution*

INTRODUCTION

This report on the distribution of butter, cheese, evaporated and condensed milk, and ice cream, is one of a series of reports on the distribution of agricultural commodities issued by the Bureau of the Census. These reports represent one phase of the work of the first Census of Distribution, taken in 1930, and cover the operations of assemblers and distributors of agricultural commodities for the year 1929 or the crop year most closely corresponding thereto. The reports have been prepared under the supervision of Robert J. McFall, chief statistician for distribution.

The scope of the Census of Distribution.—The Census of Distribution is based on a canvass of establishments made by enumerators early in 1930 as a part of the decennial census of the United States.[1] The census thus covered all types of assemblers and dealers where such persons and firms had established places of business. The Census of Distribution did not cover storage or warehouse concerns, the transportation business, or strictly service businesses.

The purpose of the series.—The purpose of the series of reports on the distribution of agricultural commodities is to present a unified picture of the distribution of the major agricultural products, such as will be of the greatest value to persons, firms, and organizations concerned with any phase of the industry including producers, buyers, dealers, manufacturers, and consumers, as well as to students of the economics of agriculture in its relation to the broader problems of our national economic life. To that end the reports include not only the tabular presentation of the data from the Census of Distribution and the other related economic data, but also incorporate such analytic and descriptive materials as is felt will aid in the interpretation of the problems arising in connection with the distribution of the various products. In addition to this report on the distribution of butter, cheese, evaporated and condensed milk, and ice cream, the series includes reports on the distribution of livestock, grain, cooperatives as a factor in distribution, and the assembling of agricultural commodities by retailers.

The reports in the series present the distribution data as gathered on the schedules and by certain supplementary inquiries from various classes of buyers, assemblers, dealers, and other distributors of the various agricultural commodities at wholesale and also at retail in cases where the agricultural product concerned is sold at retail to consumers in practically its original form or after a preliminary processing form.

[1] See p. 6 for exceptions in this study.

THE SCOPE OF THIS REPORT

This report is one of three dealing with the distribution of dairy products. The others deal with the Assembling of Butterfat through Cream Stations,[2] and the Distribution of Fluid Milk and Cream in Cities of over 10,000 Population.[2] The series thus presents a survey of the broad outlines of the distribution of dairy products. In addition to the products mentioned in the title, this report also includes some data on other dairy products, such as powdered milk, ice cream mix, milk drinks, cottage cheese, and the like.

Many firms engaged in the distribution of dairy products are also engaged in the distribution of other commodities. Since the amount of dairy products handled by such firms forms an important part of the total, this report includes data on such distributors as well as on those firms which are exclusively engaged in the distribution of dairy products. The tables presenting the data on distributors are, however, so arranged as to distinguish between these two groups wherever the available data make this possible. Moreover, commodity figures are given wherever possible so as to show the sales of the dairy products handled by these concerns, and so as to indicate the proportionate part of their business which consists of such sales.

This report, in addition to the data from the census of distribution, presents related economic data which it is felt will be of value in the interpretation of the problems pertaining to the distribution of dairy products. The principal sources of these related economic data are the census of manufactures, and the census of agriculture, within the Bureau of the Census; the United States Department of Agriculture, and the Federal Farm Board. In each case the specific source of the data is indicated.

The census of distribution covered all types of assemblers of and dealers in dairy products when such dealers had established places of business. It did not cover storage or transportation companies. Further, since the census of distribution was conducted on the establishment basis, schedules probably were not secured for some traveling buyers, truck buyers, and others who either have no office other than their residence or merely rent office or desk space and have no readily recognizable "place of business" or "establishment."

On the assembling or buying end of the dairy products industry returns were received for dairy products buyers and dealers and for cooperatives where these had established places of business. The census of distribution did not include the sales of dairy products by farmers as these data were secured by the farm census. On the distributing or marketing end of the industry, reports were secured from wholesale receivers, jobbers, brokers, commission men, and cooperative sales agencies.

The schedules used in securing the data on assemblers of and dealers in dairy products were the regular census of distribution schedules. The schedule used in all places of less than 10,000 population was a general or omnibus schedule used for all types and kinds of dealers, and did not provide for commodity breakdown of sales, either by quantity or value. In cities of over 10,000 population two schedules were used with the wholesale trade. These, however, were not especially designed for securing reports on dealers in dairy products nor dealers in agricultural commodities exclusively, but were the same schedules that were used in securing reports on all types and kinds of wholesalers. The differentiation between the two schedules was based on whether or not the individuals or firms reporting handled food products or other kinds of products. A special schedule

[2] Obtainable from Superintendent of Documents at 10 cents per copy.

was developed for the use of centralizer creameries in reporting receipts of butterfat from cream stations and concentrators.

This report, comprising tables, maps, and descriptive material, presents data on and discussion of: Farm production and sales of dairy products; factory production; the relation between growth in production of dairy products and population; and activities of various classes of buyers and other dealers engaged in the handling of dairy products, both at points of production and in the principal markets.

GENERAL IMPORTANCE OF THE DAIRY PRODUCTS INDUSTRIES

Some idea, at least, of the importance of the dairy products industries in the manufacturing and commerce of the Nation, may be gained from the following totals. The 21,124,221 cows and heifers milked during 1929 produced somewhat over 11,000,000,000 gallons of milk. In that year, 4,615,529 farms sold approximately 4,500,000 gallons of fluid milk. The total value of all dairy products reported as sold by the farmers was $1,657,640,000. This total was made up as follows: Fluid milk, $1,036,650,000; butterfat, $538,795,000; cream, $26,139,000; and butter, $56,056,000. (See Chart 1.) During the same year, 9,970 factories engaged in manufacturing milk products had an output valued at slightly over $1,000,000,000, giving employment to approximately 68,000 wage earners, and paying out in wages the sum of nearly $105,000,000. Included in these products were the following with values as indicated: Butter, $705,000,000; cheese, $103,000,000; condensed and evaporated milk, about $210,000,000; and ice cream, approximately $300,000,000. The census of distribution data show that in 1929 the 33,251 assemblers and dealers of various types in dairy products who specifically reported the sales of such products had a dairy products business totaling $2,103,936,357. It is, of course, to be understood that this figure does not represent net sales of dairy products, but does include some duplication through sales of one class or type of dealer to some other dealer. In addition to this, large quantities of dairy products were handled by assemblers and distributors who did not report such sales separately.

CHAPTER I.—FARM AND FACTORY PRODUCTION OF DAIRY PRODUCTS

Farm production of dairy products.—Table 1, showing for each State the number of cows and heifers milked, gives an idea of the generality of milk production, and of its more highly concentrated development in certain areas. These are chiefly of three kinds: First, areas within shipping distance of the metropolitan fluid-milk markets; second, areas in the Corn Belt and wheat States, the source of much of the butterfat going to butter factories; and third, other specialized dairy products regions, as, for example, the cheese and milk region of Wisconsin and the milk region of the northern Pacific States, especially Washington.

Approximately 73 per cent of the 6,288,648 farms of the United States reported cows and heifers milked. Not all of these farms are, however, important factors in commercial milk production since many farms in some States have but one or two cows and the entrance into distribution of any dairy products from such farms is incidental and occasional.

Of the total estimated milk production of 11,052,023,357 gallons, as reported to the census of agriculture, 4,455,638,767 gallons or 40 per cent were sold as fluid milk. For 1919 the census of agriculture reported the sales of whole milk as 2,529,331,413 gallons. According to these figures sales of whole milk in the decade increased 76 per cent as compared with the increase of 16 per cent in the total population of the United States. Such sales of whole milk are made not only for purposes of food consumption but also for manufacturing of various milk products such as cheese, butter, evaporated and condensed milk, ice cream, and the like.

Additional details concerning farm sales of dairy products and the relation between the amounts sold and the amounts produced are given below in the section on farm sales of dairy products (p. 14).

Factory production of dairy products.—The dairy-products industries as a group had total sales in 1929 amounting to $1,371,629,433 as reported to the census of manufactures. The table below shows the factory production and sales value of butter, cheese, evaporated milk, condensed milk, ice cream, and certain other dairy products, together with the per cent which the sale value of each formed of the total sales value of all dairy products. Graphic presentation of these data are contained in Chart No. 2. It should be specifically noted that the census of manufactures data do not include the production of butter, cheese, etc., by concerns chiefly engaged in the purchase and sale of fluid milk and cream.

FACTORY PRODUCTION OF DAIRY PRODUCTS, 1929—AMOUNT PRODUCED AND VALUE OF PRODUCTS SOLD

	QUANTITY		VALUE	
	Unit	Amount	Dollars	Per cent of total
Total			1,371,629,433	100
Creamery butter	Pounds	1,615,688,347	705,980,195	51
Cheese, other than cottage, pot, and bakers'	do	487,200,055	103,291,558	8
Condensed milk	do	532,726,652	42,917,241	3
Evaporated milk	do	1,642,213,561	126,202,159	9
Powdered whole milk, powdered skim milk, and powdered cream.	do	220,714,282	20,173,453	2
Ice-cream mix	do	137,202,922	15,278,194	1
Ice cream	Gallons	267,274,485	314,916,795	23
Ice-cream specialties, ices	do	12,502,507	17,163,005	1
Other dairy products—				
Cottage and bakers' cheese, dried casein, milk sugar, etc.	Pounds	378,532,541	25,706,833	2

Butter.—Butter constituted 51 per cent of the total value of the production of the reporting dairy industries. Of the total amount of creamery butter, 1,615,688,347 pounds, 98 per cent, or 1,582,436,372 pounds, was made in the establishments engaged primarily in that business, while 33,251,975 pounds, or 2 per cent, was made as a secondary product in concerns principally engaged in manufacturing other products. The total amount of butter produced in the latter type of establishment increased in the decade as indicated by the fact that in 1919 such production of butter amounted to only 17,955,316 pounds. In like manner, there has been a notable increase in butter production by concerns principally engaged in fluid milk distribution, but as indicated above, the census of manufactures has no data on this point.

The date of the first factory production of butter in this country apparently is unascertainable. From about 1859 on, there has been a constant increase in factory butter production, and this was included in the census of manufactures for the first time in 1879. This increase in factory butter output has been accompanied by a decline in farm butter production. This point is brought out in the following table which shows by decades the farm and factory production of butter from 1879 to 1929 and the amount and per cent of the farm production sold in each of these years.

FACTORY AND FARM PRODUCTION OF BUTTER IN THE UNITED STATES BY DECADES, 1879–1929

YEAR	Total butter production (pounds)	Factory production (pounds	FARM PRODUCTION AND SALES		
			Production (pounds)	Sales of farm butter	
				Pounds	Per cent of farm production
1879	793,721,450	16,471,163	777,250,287	(1)	
1889	1,205,508,384	181,284,916	1,024,223,468	(1)	
1899	1,491,752,602	420,126,546	1,071,626,056	518,042,767	48
1909	1,621,796,475	627,145,865	994,650,610	415,080,489	42
1919	1,646,171,874	938,505,382	707,666,492	207,859,564	29
1929	2,157,752,636	1,615,688,347	542,064,289	135,045,358	25

[1] Not reported.

The leading States in factory butter production are Minnesota, producing in 1929, 288,629,615 pounds, or 18 per cent of the total; Iowa, 213,730,792 pounds, or 13 per cent; Nebraska, 106,199,457 pounds, or 7 per cent; Wisconsin, 155,306,418 pounds, or 10 per cent; Ohio, 89,359,974 pounds, or 6 per cent. These five States together produced 54 per cent of the total creamery butter of the country.

Within recent years, factory production of butter has been increasing rapidly in certain sections of the South. Table 1 presents the 1919 and 1929 production figures for all States where available, together with the per cent of increase or decrease. While it is impossible to publish the census of manufactures figures for some of the Southern States on account of revelation of individual businesses, yet it is possible to gain an idea of the increasing production in those States by using the estimates of the United States Department of Agriculture. On the basis of these estimates, the factory butter production from 1919 to 1929 increased quite rapidly in the following States: Florida, Georgia, South Carolina, North Carolina, Louisiana, and Mississippi. It should, however, be noted that in spite of the very large percentage increase figures the total production of these six Southern States in 1929 was only about 14,000,000 pounds of butter, or about 1 per cent of the United States total.

The percentage figures in Table 1 also present an interesting picture of the increase in butter production in the Middle Western States as compared to the decrease in some of the States farther east. During the decade, production in New York decreased 40 per cent; Pennsylvania, 19 per cent; and in Maryland, 39 per cent; while that of Iowa increased 131 per cent; Colorado, 57 per cent; Minnesota, 97 per cent; Nebraska, 81 per cent; and Wisconsin, 67 per cent. These percentage increases are especially interesting when it is kept in mind that these States were already in 1919 heavy producers of butter. In certain other States, farther to the northwest and southwest, there have also been very heavy percentage increases, and some of these States are coming to be very important factors in the butter supply.

Butter factories are principally of two types, the relatively small local butter plant, drawing its supply of raw materials from farms in fairly close proximity, and the so-called centralizer creameries which often obtain butterfat from a considerable distance. The smaller local factories may either be owned by individuals, small corporations, or by a cooperating group of dairy farmers, although cooperative creameries are by no means confined to small-size factories.

It is estimated that in 1929 [1] there were 1,400 cooperative creameries of which by far the largest number were located in the following States: Minnesota, 624; Iowa, 248; Wisconsin, 255; Michigan, 53. Within recent years there has also been a development of the centralizer type of creamery plant by some of the cooperatives. The total butter output of cooperative creameries, plus that of cooperatives chiefly engaged in other phases of the dairy-products industry, was estimated for the year 1929 [2] as being 540,688,000 pounds, which was 33 per cent of the total factory butter produced in the United States.

For a considerable number of years a large part of the creamery butter was made from sour cream. In the early stages of the development of the cream or butter-fat separators, it was customary for the centralizer creamery to maintain skimming (separator) stations in the heavy milk-producing regions to which the farmers hauled their whole milk. Later, with the advent of the smaller farm-size separator, the skimming or separator operation came to be performed on the

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[1] United States Department of Agriculture Circular 121, August, 1930, Cooperative Marketing and Purchasing 1920–1930.

[2] Statistics of Farmers' Selling and Buying Associations. Bulletin No. 9, Federal Farm Board, June, 1932.

farms, and instead of skimming stations, the centralizer companies maintained cream stations, while considerable quantities of butter fat are shipped direct by the producer to the butter plant. Since the great increase in the trucking business, the practice has developed in certain regions of sending in butter fat either by established truck routes, or the producer may sell outright at the farm to a truck buyer who in turn sells to a creamery or cream station. As noted below on page 20, the census of distribution secured data on the number of cream stations operated in 1929.

In still more recent years there has developed the practice of making sweet-cream butter. For this process, the creamery receives fresh whole milk. Sweet-cream butter making was well under way shortly after the World War and has developed rapidly. The Bureau of the Census has no official data on the amount of sweet-cream butter made in 1929, but unofficial estimates from outside sources indicate that in 1929 from 15 to 25 per cent of the total factory production of butter was sweet-cream butter. The cooperative creamery plants in Minnesota, Wisconsin, and the Corn Belt States have been quite active in this development, as have also some of the evaporated-milk and general dairy-products plants in the Pacific Coast States.

Cheese.—According to the census of manufactures, the total production of cheese (that is, other than cottage, pot, and bakers' cheese) in 1929 was 487,200,055 pounds, or an increase of 3 per cent over 1919. New York, which for many years held the leadership in the production of cheese, was passed by Wisconsin in 1909. The data on factory production of cheese is shown in Table 1 for those States where it is possible to publish the figures without the revelation of individual businesses. Note should be made of the very heavy percentage decreases of cheese production in such States as New York, Pennsylvania, and Michigan. Wisconsin produced in 1929 something over 308,000,000 pounds, or about 63 per cent of the total cheese production. Notable increases were registered by the States of Illinois, Kansas, Oregon, and Washington, although producing altogether only 8 per cent of the total. Of the total number of 2,758 cheese factories in 1929, 740 were maintained by cooperative associations.[1] In addition, some cheese was made by cooperatives principally engaged in other phases of the milk industry. The total output of cheese by these two classes of cooperatives was approximately 25 per cent of the United States total.

Evaporated and condensed milk.—The 1929 production of evaporated milk (that is, unsweetened) totaled 1,642,213,561 pounds, of which 1,366,764,143 pounds, or 83 per cent, was canned or case goods, and 275,449,418 pounds, or 17 per cent, was bulk goods. The output of condensed (sweetened milk) the same year was 532,726,652 pounds, of which 246,343,964, or 46 per cent, was canned or case goods, and 286,382,688 pounds, or 54 per cent, was bulk goods. Both types are similar in that they are made by evaporating out part of the water content of milk, which represents approximately 87.65 per cent of the bulk of whole fluid milk. The sweetened milk depends on its sugar content for preservation, while evaporated milk owes its keeping qualities to the process of sterilization.

The first condensed-milk factory was opened in Connecticut shortly prior to the Civil War. Since that time, this phase of the milk-products industry has had an interesting growth. The evaporated-milk industry, starting in this country in 1885, has developed to the point where, as indicated by the production figures, the output of canned evaporated milk is about seven times that of the canned condensed milk. Bulk goods, both sweetened and unsweetened, are a still later development and represent an interesting example of the bulking, or partial bulk-

[1] United States Department of Agriculture Circular 121, August, 1930, Cooperative Marketing and Purchasing 1920–1930.

ing down of a perishable commodity in such shape that it may be kept for a greater or less length of time and transported at a cheaper per unit cost. It enables the movement of milk from surplus-producing regions to plants in other regions for uses in various food industries. In making evaporated canned milk, the reduction process is about 2 to 1, that is, about 2 pounds of fluid milk to 1 of the evaporated product, while in bulk goods various degrees of evaporation are used.

The leading States in the output of canned evaporated milk are Wisconsin, producing about 42 per cent of the total, California, Illinois, Michigan, and New York, following in the order named. New York leads in total quantity of condensed milk, followed by Wisconsin, Illinois, and Pennsylvania, although the census of manufactures does not report separately on canned and bulk goods for these States.

Powdered milk.—The real commercial development in this phase of the industry has been comparatively recent, having its beginnings in 1905 and 1906. The growth in recent years is indicated by the following census of manufactures figures which include powdered whole and skim milk, and also powdered cream. The combined output of these three classes of goods was 220,714,282 pounds in 1929 as compared with 88,820,703 pounds in 1925. The United States Department of Agriculture figures for 1929 show production of each of the three for that year as follows: Powdered whole milk, 13,202,000 pounds; powdered skim milk, 207,579,000 pounds; powdered cream, 294,000 pounds. Between the same dates the census of manufactures also reported a considerable increase in the output of powdered buttermilk, the 1929 figures being 67,877,315 pounds, as against 22,811,588 pounds in 1925.

Casein.—A very interesting development in the milk-products industry has been manifested in the output of dried casein, which in 1919 amounted to only about 16,500,000 pounds, and to nearly 58,000,000 pounds in 1929.

Other relatively minor products of the milk industries are sugar of milk, with a 1929 output of 7,000,000 pounds, and malted milk, of which 22,850,000 pounds was produced, according to the United States Department of Agriculture. One of the most interesting recent developments has been that of various kinds of bottled milk drinks. The census, however, has no separate data on these.

Ice cream.—Ice cream, while not originating in the United States, has come to be regarded almost as a distinctly American product, because of the extraordinary development since its beginnings in this country. Various individuals and localities have been credited with making the first ice cream in this country. Having a very slow and modest growth for a considerable number of years, its uses being confined pretty largely to special occasions during the warmer weather, the industry has expanded to a very considerable size due largely to technical improvements. While the make is still much the largest in the summer months, there is, nevertheless, a continuous and sizable output throughout the year. The July output represents 16 per cent of the total as against only about 4 per cent for January, and yet the actual January production in 1929 was 9,369,000 gallons.[3] Numerous developments in the way of technical improvements representing various departures in mix and make have served to increase its attraction to the consumer and its salability under practically all conditions and circumstances. The factory output of ice cream (that is, in establishments engaged primarily in its manufacture) in 1929 was 267,274,485 gallons. It is quite interesting to note that this output of ice cream alone was 26,449,182 gallons greater than the combined output of ice cream and ices in 1925, in which year the two products were not reported separately. It should further be kept

[3] United States Department of Agriculture, yearbook, 1931.

in mind that the factory output of ice cream, as here given, does not include its manufacture by hotels and restaurants or by retailers for use in their trade.

An interesting accompaniment of the tremendous increase in the consumption of ice cream has been that of the making of ice cream mix in other kinds of milk products plants. This again, as in the case of bulk evaporated and condensed milk, enables concerns in surplus milk regions to ship out part of the surplus in the form of commodities having a higher specific value. The finished ice cream itself has come to be produced by many establishments engaged primarily in other phases of the milk industry, notably distributors of fluid milk and cream. Additional data on this aspect of the ice-cream industry are included in the discussion below on the distribution of ice cream.

CHAPTER II. DISTRIBUTION OF DAIRY PRODUCTS FROM FARMS TO CONSUMER

The first step in the distribution of dairy products from farms to consumer either in their original form or after processing by factories is, of course, their sale by farmers. The following pages accordingly present, first, a discussion of data on sales of dairy products by farmers, second, a discussion of the market outlets to or through which farmers make their sales; third, a discussion of the channels of distribution used by manufacturers and processors; and fourth, a discussion of the further steps in the distributive process by which dairy products reach the ultimate consumer.

Data on farmers' sales of dairy products were secured by the census of agriculture. The data on manufacturers' channels of distribution were secured by the census of distribution in cooperation with the census of manufactures; while the data on the country assemblers and city dealers of dairy products were secured by the census of distribution.

Sales of dairy products by farmers.—The table below shows for the United States and each geographic division the per cent of the total number of farms reporting cows and heifers milked, and the per cent of these which reported the sales of each of the following dairy products: Whole milk; butterfat (i. e., cream sold as butterfat); cream; and butter.

PER CENT OF FARMS REPORTING COWS AND HEIFERS MILKED AND PER CENT OF SUCH FARMS REPORTING SALES OF SPECIFIED DAIRY PRODUCTS

	Farms reporting cows and heifers milked	Whole milk	Butterfat	Cream	Butter
United States	73	19	34	1	14
New England	77	56	9	5	21
Middle Atlantic	79	61	6	2	22
East North Central	87	39	45	2	7
West North Central	89	9	72	2	6
South Atlantic	61	9	6	.7	30
East South Central	68	9	15	.8	15
West South Central	66	6	22	1	16
Mountain	70	19	46	2	8
Pacific	55	32	37	2	4

Whole milk was reported sold by 893,431 farms, or 19 per cent of those reporting cows and heifers milked. Butterfat (i. e., cream sold as butterfat) was sold by 1,556,487, or approximately 34 per cent of the farms reporting cows and heifers milked. In the case of sales of cream and sales of butter, the figures are, respectively, 68,030, or 1 per cent; and 643,994, or 14 per cent of the total number of farms reporting cows and heifers milked. At this point, it might be of interest to refer to Chart 1 which plainly shows that on the sales basis, however, fluid milk is relatively most important.

The table shows quite clearly the divisional variations in the character of the farm dairy products business. Taken in conjunction with Table 1, showing the total amounts of milk produced and sold, and the total amount and the value of

cream, butterfat, and butter sold, it also indicates the relative importance of farm production of dairy products in the various divisions and States. It is especially interesting to contrast the Northeast and Middle Atlantic divisions with the States farther west and south. It should also be noted that while the per cent of the farms reporting cows and heifers milked, which reported sales of butterfat, is approximately the same in the East North Central and the Mountain divisions; in the former the amount sold was 283,775,371 pounds and only 66,410,880 pounds in the latter.

For the United States as a whole, the sale of whole milk reported represented only 40 per cent of the total production. These percentages vary considerably from State to State. In New York, 85 per cent of the total milk produced is sold as whole milk. Other States showing interesting variations from the national percentage are: Ohio, 50 per cent; Massachusetts, 86 per cent; Connecticut, 86 per cent; California, 67 per cent; Pennsylvania, 76 per cent. While in the case of butter, farm sales amounted to 25 per cent of the total farm production. The farmers of Texas sold the largest amount of butter, but this represented but 25 per cent of their total production, while in New York the farmers sold 65 per cent of their total production. Other interesting percentages here are: New Hampshire, 71 per cent; North Carolina, 26 per cent; Nebraska, 12 per cent; Arkansas, 12 per cent. It is not possible to estimate with any great degree of exactitude the amount of whole milk represented by the reported farm sale of cream as butterfat, nor of cream sold as cream. However, the following table presents, by geographic divisions, the total value of all dairy products sold, the value of the individual products, and the per cent which this represented of the total receipts from dairy products.

TOTAL VALUE OF DAIRY PRODUCTS SOLD BY FARMERS, 1929, AND PER CENT OF TOTAL VALUE REPRESENTED BY INDIVIDUAL PRODUCTS: UNITED STATES BY GEOGRAPHIC DIVISIONS

[Values are expressed in thousands of dollars]

	Total value all dairy products sold	Whole milk		Cream sold as butterfat		Cream sold not as butterfat		Butter	
		Value	Per cent of total	Value	Per cent of total	Value	Per cent of total	Value	Per cent of total
United States	1,657,640	1,036,650	63	538,795	32	26,139	2	56,056	3
New England	97,108	83,461	86	6,234	6	2,731	3	4,683	5
Middle Atlantic	289,897	271,535	94	6,048	2	2,144	(1)	10,169	3
East North Central	494,796	348,547	70	132,404	27	4,869	1	8,978	2
West North Central	355,311	66,782	19	275,519	78	7,354	2	5,655	1
South Atlantic	77,821	57,242	74	7,422	10	1,988	2	11,168	14
East South Central	57,204	34,026	59	16,624	29	1,445	3	5,109	9
West South Central	78,172	38,797	50	28,942	37	1,932	2	8,501	11
Mountain	62,828	30,509	49	29,195	46	1,807	3	1,317	2
Pacific	144,503	105,751	73	36,407	25	1,869	1	476	(1)

[1] Less than 1 per cent.

It is especially interesting to contrast, on the basis of this table, the West North Central and Middle Atlantic divisions. While the total sales of dairy products in the former are approximately $65,000,000 greater than those in the Middle Atlantic division, the sales of whole milk in the latter, due to proximity to the great metropolitan consuming centers, are approximately four times as much as

those in the West North Central. In fact, the sales of milk represent 94 per cent of the total sales of all dairy products in the Middle Atlantic division as against 19 per cent in the West North Central. On the other hand, butterfat represents but 2 per cent of the sales value of all dairy products in the Middle Atlantic division, but 78 per cent in the West North Central.

The percentage of total farm income from sales of dairy products represented, by the sale of specified kinds of products, is shown in the following table for certain selected States. These States include the 15 leaders in quantity of milk produced, ranked in order, and in addition 7 other States which have shown important increases in dairy development within recent years. There is also shown in the first column of the table the percentage changes in milk production from 1919 to 1929.

TOTAL VALUE OF DAIRY PRODUCTS SOLD BY FARMERS, 1929, AND PER CENT OF TOTAL VALUE REPRESENTED BY SALES OF WHOLE MILK, BUTTER, ETC., 1929 AND 1919, FOR SELECTED STATES

	Increase in milk production, 1919-1929, (per cent)	Value of dairy products sold (thousands of dollars)		PER CENT OF TOTAL VALUE REPRESENTED BY PRODUCTS SPECIFIED							
				Whole milk		Butterfat		Cream		Butter	
		1919	1929	1919	1929	1919	1929	1919	1929	1919	1929
Wisconsin	45	177,082	223,714	66	77	30	22	3	(1)	1	(1)
Minnesota	74	69,768	116,688	17	16	70	82	10	1	3	(1)
New York	6	174,155	168,091	91	95	2	2	2	1	5	2
Iowa	79	45,362	81,597	19	16	55	81	19	2	7	1
Illinois	37	63,615	75,124	67	66	14	30	12	1	7	3
Pennsylvania	14	92,451	100,964	79	91	4	3	2	1	15	5
Ohio	15	72,539	74,684	54	67	22	28	14	1	10	4
Michigan	17	62,783	71,100	55	64	27	31	10	2	8	3
California	61	52,510	95,413	43	81	46	18	10	(1)	1	(1)
Texas	103	14,869	39,660	56	55	11	29	6	2	27	14
Missouri	61	23,600	40,334	24	35	33	59	28	2	15	4
Indiana	39	38,003	50,174	33	59	36	37	22	1	9	3
Kansas	47	28,279	37,232	23	30	47	66	23	2	7	2
Nebraska	74	17,982	30,400	18	21	48	74	28	3	6	2
Oklahoma	84	11,998	24,485	23	35	34	55	27	3	16	7
Georgia	12	5,435	10,560	56	63	2	12	3	2	39	23
Alabama	32	4,349	8,379	57	71	6	9	4	3	33	17
Florida	116	1,854	6,263	91	94	1	1	1	2	7	3
Mississippi	48	3,828	10,317	37	74	26	19	16	1	21	6
North Dakota	64	13,956	23,945	7	7	54	88	29	3	10	2
South Dakota	86	12,223	25,114	7	9	37	88	30	2	6	1
Louisiana	77	2,714	5,411	89	89	1	5	1	1	9	5

[1] Less than 1 per cent.

The four leading States in milk production show some very interesting contrasts in the per cent of total receipts from dairy products represented by the sales of each kind. In Wisconsin, the leading cheese State, and New York with its large metropolitan areas, as well as the considerable cheese production, whole milk accounted in 1929 for 77 per cent and 95 per cent, respectively, of the dairy products income. While Minnesota and Iowa, leading butter States, the per cent was but 16. In these two States, however, butterfat sales represented 82 per cent and 81 per cent, respectively, of the total value of dairy products sold.

By comparing the 1929 per cents with those for 1919, one gets a picture of shifts within the various States. Thus, in 1919, the sale of whole milk by California farmers represented about 43 per cent of the total, but by 1929 this had increased

to 81 per cent. Note also the shifts from cream sold as cream to cream sold as butterfat in North Dakota and South Dakota, and also the increase in per cent received from sale of whole milk in some of the Southern States. However, if the increase of factory butter production continues in the South, we may see by the next decade a decided shift to sales of butterfat which has already become evident to a certain extent in Texas, Oklahoma, and Georgia.

Farm producers' market outlets.—That numerous different market outlets are available to farmers for the various kinds of dairy products is indicated by the following summary: Whole milk—for fluid use by the consumer—direct delivery by the farmer to the consumer, to stores, hotels, and restaurants; sale to the city milk dealer either direct or indirect through a milk station (independent, dealer owned, or cooperative); or through a local cooperative association.

Whole milk for processing or manufacturing purposes—to a condensery either direct or through a milk station; to a cheese factory; to a butter factory; or to an ice-cream factory.

Sweet cream as above under whole milk; to a sweet-cream butter factory; or to an ice-cream factory.

Butterfat or cream on a butterfat basis—to the creamery, either by direct delivery by the producer or over a truck line or by rail shipment or through cream stations or concentrators (independent, factory operated, or cooperative).

Butter, either direct to consumer by producer delivery or parcel post or to a local store or huckster.

The following discussion presents such data as are available on each of these market outlets for the various dairy products.

Whole milk and cream for fluid use by the consumer. Some milk and cream is delivered direct from the farmer to the consumer and this is especially common in small towns and cities. Such distribution by the producer is also, or has been until quite recent years, more common in the southern cities. However, the total business of such producer-distributors in cities of over 10,000 population in 1929 formed only a very small per cent (2 per cent) of the total sales of all milk dealers in such cities. By far the largest portion of the city milk business is done by milk dealers who are not producers. The supplies of milk and cream for their trade move to their city plants by one or more of the following methods. The sales of the whole milk for this city milk trade may be made direct by the producer (or by a cooperative association of producers) to the dealer or through an agent of the dealer. In such cases the fluid milk is delivered to the milk dealers' plant in the country or in the city by the producer, or sent in by a trucker hired for that business by a group of farmers or by the milk dealer, or over regular commercial truck lines or by trucks operated by the dealers; and for many larger cities, by rail transportation tank cars or cars handled as baggage, or by express. In the larger metropolitan milk sheds, milk is delivered in one or all of these ways to a milk-receiving station and thence transported to the city by rail or by tank or other truck. Such milk stations may be cooperative producer enterprises; independent concerns, or stations owned and/or operated by a city milk dealer. An attempt was made by the census of distribution to secure data on the assembling of milk through milk stations in each of the principal market areas. For various reasons, the data were not complete enough to warrant their presentation in detail. However, the following data based on a compilation of reports from dealers in certain large cities are of interest.

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SOURCE OF SUPPLY FOR MILK DEALERS IN FOUR CITIES

City	Total milk receipts, thousands of pounds	TOTAL MILK RECEIVED BY VARIOUS METHODS							
		From milk stations		Direct from producer		Dealers, truck routes		From cooperative associations [1]	
		Thousands of pounds	Per cent of total	Thousands of pounds	Per cent of total	Thousands of pounds	Per cent of total	Thousands of pounds	Per cent of total
A	676,945	215,512	32	429,683	64	14,925	2	16,825	2
B	54,630	30,502	56	2,994	5	20,231	37	903	2
C	176,891	139,690	80	18,926	11	14,620	9		
D	663,207	562,160	85	101,047	15				

[1] i. e., Cooperative bargaining associations operating in the dealer's city.

In these four cities, for those dealers reporting, the receipts of milk from milk stations amounted to from 32 per cent to 85 per cent of the total, while receipts direct from producers ranged from 5 per cent to 64 per cent. Receipts from cooperative milk associations ranged from none to 2 per cent. It should, however, be noted that on some city markets for which data can not be published separately, a much larger percentage of the total milk receipts are obtained from producer cooperative bargaining associations. According to the New York State Department of Agriculture and Markets,[1] in 1929 there were, in that State, 958 country plants (milk stations) shipping milk for fluid use. The total sales and shipments of these stations amounted to 2,916,715,000 pounds of milk and 107,236,598 pounds of cream. Of these country plants 623 supply milk and cream for New York City, which also received considerable quantities of milk from other States.

As noted above, page 16, there is considerable variation from State to State, both as regards the total amount of whole milk sold and the per cent this represents of total milk production. Data showing the percentage going for fluid use and into processing or manufacturing plants are not available.

Milk producers' cooperatives.[2]—In some areas, milk producers have organized cooperative associations. Some of these are what are known as bargaining associations and function for the producers as price agents in dealing with the milk distributors and they also provide for unity of action in other matters of interest to their members. Still other cooperatives handle the milk of their members and operate on the market as wholesalers; while some have also entered the field of retail distribution.

According to a report published in 1932,[3] there were, during 1929, 161 milk cooperatives, of which 114 were marketing associations. The same report indicates that the estimated business of the 161 cooperatives was $367,945,000 in 1929. Some milk cooperatives operate both as bargaining associations and as wholesalers for disposing of part of the milk. During 1929 milk cooperatives were in the retail distribution end of the business in very few [4] of the large cities, although there were such cooperatives in Cincinnati, Los Angeles, and St. Louis.

[1] "Statistics Relative to the Dairy Industry in New York State, 1929," State of New York Department of Agriculture and Markets, Bulletin No. 241, August, 1930.

[2] More detailed discussion of milk and other dairy cooperatives will be contained in the report on Cooperatives as a Factor in Distribution.

[3] Statistics of Farmers' Selling and Buying Associations, Bulletin No. 9, Federal Farm Board, June, 1932.

[4] Cooperative Marketing of Fluid Milk, United States Department of Agriculture, Technical Bulletin No. 179, May, 1930.

The census of distribution secured reports for 70 milk cooperatievs having a total business of $140,623,064. The difference between these figures and those of the Federal Farm Board is accounted for by the fact that a considerable number of the cooperatives do not operate established places of business as interpreted by the field force which secured the schedules.

The cooperative associations also frequently render other services for their members, including arrangements for cooperative purchase of feed and other supplies; advice on production, sanitation, and financial matters. The Federation of Associated Milk Producers maintains headquarters, with a paid secretary, in Washington, D. C. During 1929, 47 cooperatives were members of this Federation; and their total business that year was approximately $332,074,026.

Whole milk for processing and manufacturing.—Whole milk for the condenseries is either delivered direct to the plant by the producers, sent in over a truck route, or hauled in by trucks in the employ of or under contract to the company or a producers' cooperative association. In some localities of heavy milk production, condenseries operate country receiving stations. It is customary for the condensery to contract with the producers for their milk for a period of a year to insure sufficient supply for their operations.

The extent to which condenseries form a market outlet for the milk produced may, in a general way, be gathered from the data on the number of such plants in the various States and a total output by States as given in the census of manufactures report.[1] Data are not available in the Bureau of the Census to show what part of the total whole milk sold by farmers was sold to condenseries. Nor does the bureau have data showing the amount of milk received by condenseries in 1929, nor the per cent of such receipts which was utilized in the making of various classes of products, case goods, bulk goods, powdered milk, ice cream and ice cream mix, or sweet cream butter.

Cheese factories.—Here again, as in the case of the condenseries, the availability of this type of local market outlet varies from State to State. As noted above, page 11, Wisconsin produced, in 1929, about 63 per cent of the total cheese output. The United States Department of Agriculture estimates that cheese factories in that State used approximately 3,243,348,900 pounds of milk in 1929.

Data are not available from the census of manufactures showing the total amount of milk used by all cheese factories in 1929.

Ice cream factories.—The exact extent to which the making of ice cream furnished a market outlet for whole milk and other dairy products is not ascertainable from the existing data. However, the census of manufactures does publish data on such utilization of dairy products for ice cream factories, but not including that used in the making of ice cream by hotels, restaurants, and stores. In the census taken in 1930, 1,476 of the 3,150 ice-cream factories reported that in 1929 they used 393,668,127 pounds of fluid milk and 215,670,719 pounds of cream. In addition there are considerable amounts of milk and cream used by concerns making ice-cream mix but no data as to the amounts used are available.

In sweet-cream butter making, as noted above, some of the establishments making sweet-cream butter purchase whole milk and themselves separate out the butterfat. These concerns include creameries, that is, concerns the chief output of which is butter, and also condenseries and also the general dairy products plants. Some of the latter are owned and operated by cooperatives and are so equipped as to manufacture a wide variety of dairy products. The

(1) Census of Manufactures, 1929, Industry Series. Milk Products.

total amount of whole milk used by these various kinds of concerns making sweet-cream butter is not shown by the existing statistics.

Producers' market outlets for butterfat and cream for butter making.—As ndicated above under farm sales of dairy products, cream sold as butterfat irepresents, in some States, a very appreciable item in the farmers' income from sales of dairy products, both as regards the actual amount sold and the percentage which the sales value represents of the total receipts from dairy products. The butterfat or cream is separated at the farm and is sold according to one or more of the methods indicated in the summary on Farm Producers' Market Outlets, page 17. While data are not available to show how much butterfat or cream sold on the butterfat basis moves to creameries by each of the various methods, the census of distribution did obtain the first data ever available on the amount moving through cream stations.

The data on the assembling of butterfat through cream stations were obtained direct from the creameries by means of a schedule prepared especially for that purpose, in consultation with the industry. Cream stations include not only separate establishments, as is generally the custom in the case of milk stations, but also include cream stations operated by storekeepers and others engaged primarily in some other business. The cooperative cream station generally ships the cream for its members to one or more creameries, and on receipt of the checks therefor makes disbursements to each member for the value of his cream. The operator of each of the other types of cream stations purchases cream from the farmer, tests it for butterfat content, and ships the cream to some creamery. In some cases the storekeepers or other cream-station operators purchase cream outright and resell it to some creamery, and in other cases they operate on a salary or fixed fee or commission basis, the latter method being most prevalent in the principal cream-producing regions. Such cream buying is done in connection with a number of kinds of business—grocery stores, general stores, hardware stores, farm-implement stores, elevators, and the like. Data were also secured on the receipts of cream or butterfat through concentrators, which term refers to what are essentially large cream stations operated by the creamery companies, and located at points where relatively large quantities of cream are available. The operation of concentrators makes possible certain economies in the handling of cream, expecially in connection with transportation.

That cream stations do indeed form an important local market outlet for cream or butterfat is indicated by the fact that the creamery butter plants reporting to the bureau in this matter received butterfat, in 1929, from 25,927 such cream stations. The total amount of butterfat so received was 381,460,969 pounds, with a total value of $163,822,794. In addition, reports were secured from 403 cream stations not reported by any creamery, and these shipped a total of 11,616,967 pounds. Thus, altogether, cream stations and concentrators, as reported, furnished local market outlets for butterfat to the extent of 412,668,227 pounds with a total value of $177,178,838.

Cream stations, as a local market outlet, are much more important in some States than in others, being especially so in the Middle Western and a few of the Southern States, notably Oklahoma and Texas. Complete detail by States and counties are given in a separate report,[1] which also shows for each county in the principal cream-station States, the total amount of butterfat as reported sold by farmers. The bulletin also shows the number of cream stations operated on different bases and the number of creamery-butter plants which reported receiving butterfat from cream stations in each State.

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[1] "Assembling of Butterfat Through Cream Stations," Census of Distribution publication, #A-201.

The following table presents data on the five States in which the cream station is most important as a market outlet for butterfat.

FIVE LEADING CREAM-STATION STATES

STATE	AMOUNT OF BUTTERFAT RECEIVED		
	Total pounds	Average per station	Per cent of farm sales
Missouri	30, 256, 127	10, 665	54
Kansas	37, 483, 442	14, 648	66
Iowa	38, 445, 185	16, 140	27
Nebraska	33, 533, 620	14, 884	64
Illinois	31, 564, 274	15, 626	62

Since the census of manufactures did not obtain from butter factories information showing the total amounts of butterfat which they received in 1929, it is impossible to show here the amount which they received direct from farmers. However, it is known that considerable quantities of butterfat do move direct from producer to factories. This is especially the case with the small butter plant, although some of the largest butter plants also receive all or practically all of their butter direct from producers, while almost every plant receives some direct shipments. Such butterfat may be hauled by producer, sent in by a trucker, shipped by rail, express, or parcel post. On the other hand, some of the very largest butter plants which do operate cream stations received only relatively small amounts of butterfat by any other method.

The large number of small butter plants which do not operate cream stations located in Minnesota plus the development of sweet-cream butter making in that State, accounts for the fact that only 1,206 cream stations were reported for that State, while in Oklahoma there were reported 1,620 cream stations, although the total cream sold as butterfat by the farmers of the latter State was only about one-fourth as much as that sold by the farmers in Minnesota. In Minnesota only 10 per cent of the butterfat moves through cream stations as against 64 per cent in Oklahoma, 66 per cent in Kansas, 62 per cent in Illinois, and 64 per cent in Nebraska.

Market outlets for farm butter.—As indicated above, the amount of butter sold by farmers varies greatly from State to State. Some butter is sold direct by farm producer to retail consumers and to hotels and restaurants in nearby towns and cities, and some butter is sold by parcel post. Some farm butter may also move into the wholesale trade. However, such sales necessitate uniformly high quality and constant output. The great bulk of butter sold by farmers is not of the quality demanded in the market; and very little of it enters into competition with the better grades of creamery butter. A large part of the farm butter sold goes into what is known as "packing stock," used for the making of renovated butter and other purposes.

The ordinary local market outlets for farm butter are the retail stores and/or hucksters and other itinerant buyers. Farm butter is taken in by the stores either on the outright purchase basis or in trade. The census of distribution data on retail trade in the small city and rural area show that 15,565 such stores reported the purchases of farm butter, which was sold by these retailers to some other distributor or processor. The amount of farm butter sold to these stores was not called for on the schedule used. Approximately half of the stores which reported such purchase of farm butter were located in the South Atlantic

(4,155) and the West North Central (3,124) divisions. Further details concerning the assembling of butter and other agricultural commodities by retail stores are given in a special report of the census of distribution.[1]

It is thus apparent that the initial step in the distribution of dairy products from producer to consumer may occur through one or more of several different local market outlets. Unfortunately, no such detailed data are available as would make it possible to show how much of the total milk produced is sold in the form of the various farm dairy products (except in the case of whole milk), nor the amounts of each which take their first steps on the way to the consumer through each of the above-mentioned outlets.

In the light of our present knowledge the best we can do is to say that factories of various kinds, local stores, hotels and restaurants, milk stations, cream stations, cooperative associations, hucksters, and other local consumers and buyers receive various quantities of the different farm dairy products and consume them, pass them on to some other distributor or processor, or they themselves utilize them in processing and manufacturing operations. In the section on factory production of dairy products were presented certain data covering estimated amounts of dairy products used in factories of different kinds, although a serious gap is left here due to the fact that the census of manufactures for the year 1929 did not secure the data on utilization of dairy products in butter and cheese factories and condenseries.

The most specific information concerning any one farm dairy product is that on the assembling of butterfat by cream stations which was made available by the work on the first census of distribution. The distribution data on the assembling of dairy products by stores also throws interesting light on this situation. In addition the census of distribution received schedules for other types and kinds of local buyers or assemblers of dairy products where such individuals and concerns had recognizable places of business or establishments. The data on these assemblers are presented in Tables 2 to 4. In Table 2 are presented the data for those assemblers who in addition to total sales reported separately their sales of dairy products. Table 3 shows the number and total sales for those assemblers who did not report separately the amount of their business in dairy products. It should be noted here that the type of schedule used in securing the report on assemblers and dealers in all places under 10,000 where are found the largest number of assemblers of dairy products, provided no place for reporting the volume of business by kind of commodities. As will be noted in the two tables above mentioned, a threefold division is made of assemblers of dairy products: Those who reported assembling of dairy products only, those reporting assembling of dairy and poultry products, and those reporting assembling of dairy and other products.

Taking as an example the State of Nebraska and turning to the tables, we find that according to Table 2 there is only one assembler of dairy products exclusively, while there are 12 assemblers of dairy and poultry products with total sales of $5,534,237, of which $905,586 represented dairy products. From Table 3 we ascertain that there were 138 additional assemblers of dairy and poultry products and also 12 assemblers of dairy and other products.

The following information will make more clear just what kinds of businesses were included in the classification "assemblers." The 138 assemblers of dairy and poultry products as given in Table 3 included individuals and firms classifying themselves as being engaged in the following kinds of business: Dairy companies, cooperatives, produce companies, poultry companies, flour, feed, poultry, and eggs; hides and produce companies, produce buyers.

[1] The Assembling of Agricultural Commodities by Retailers, Bureau of the Census, 1933.

Totaling up these three classes of assemblers of dairy products in the two tables we find that the census of distribution secured reports on 163 for the State of Nebraska. To this should be added the 2,253 cream stations and the 659 rural retailers [1] reporting the assembling of cream. The latter represents no duplication of the cream-station data since, while cream stations are principally operated in conjunction with stores, these rural retailer reports in each case were checked against the cream-station reports received from the creamery butter plants.

The wholesale distribution report for the State of Nebraska [2] in Table 5, Number of Establishments by Type and Kind of Business, shows 11 assemblers and country buyers of dairy products and 333 assemblers of dairy and poultry products. The difference between these figures and those presented in this report is due to the fact that in the preparation of the tabulations for the wholesale bulletin there were included a considerable number of cream stations which also handled poultry and/or other commodities. These are included in this report as cream stations and also in the special report on the assembling of butterfat through cream stations To have included them in the tables of this report as assemblers of dairy products. would have resulted in duplication of sales figures.

Table 2 in conjunction with Table 3 presents the United States totals on the following three classes of assemblers of dairy products: First, those whose business consisted either exclusively or at least up to 90 per cent of sales of dairy products; second, those engaged in the assembling of dairy products and dairy and poultry products to at least 90 per cent of their total business; and third, those engaged in the assembling of dairy and other products.

The total number of these various kinds of assemblers of dairy products is 2,287, with total business in dairy products, poultry products, and other business valued at $103,856,906. There were 98 of these who handled dairy products almost exclusively, with total dairy products business of $74,082,679. For the 77 assemblers of dairy and poultry products who made a separate report on their dairy-products business, the sales of such products amounted to $8,222,654, or 28.5 per cent of their total business. The 7 assemblers of dairy and other products who reported separately on their sales of dairy products had a business in such commodities valued at $263,414, or 42 per cent of their total business. The total value then of the dairy products handled by these assemblers was $82,568,-747. Adding to this the $177,178,838 worth of butterfat assembled by cream stations and concentrators, we get a total of $259,747,585 worth of dairy products handled by assemblers who definitely reported on that part of their business.

While it is impossible to know exactly the value of the dairy products handled by the other assemblers who did not report that information separately, it is felt that one can arrive at a very close approximation thereof by assuming that dairy products form the same percentage of their total business that it did in the case of those assemblers who furnished the actual sales data on dairy products. On this basis the estimated sales of dairy products by the 1,329 assemblers of dairy and poultry products who reported merely total sales would be approximately $22,500,000. In like manner, the estimated dairy products business of the 776 assemblers of dairy and other products who merely reported total sales would be approximately $26,615,000. Adding these two estimated figures to the known value of the dairy products assembled by establishments which definitely so reported, we get an estimated total value of dairy products handled by these various classes of assemblers and cream stations and concentrators of $308,862,585.

This, of course, does not tell the whole story, since an indeterminate amount of other cream and butter was reported assembled by rural retailers, a very con-

[1] Census Report on Assembling of Agricultural Commodities by Retailers.

[2] Census Report on Wholesale Distribution in Nebraska.

siderable amount of milk by milk stations and also an indeterminate amount is assembled by itinerant buyers and/or truckers. Were complete figures available the assembling of dairy products would probably reach or exceed the half-billion-dollar figure in value. The bulk of the remainder of the billion-and-a-half-dollar sales of dairy products reported by farmers goes direct to city milk dealers, condenseries, butter factories, cheese factories, and ice-cream plants, with relatively smaller amounts direct to consumers, hotels, restaurants, and the like.

When one considers the labor, transportation, and other services involved in getting this billion and a half dollars worth of dairy products to processor and consumer he begins to realize the importance of the dairy products industry. Pay checks to producers, local buyers, truckers, and others constitute a very important element in the purchasing power of the community, and are of great interest to retailers in the small city and rural market area.

Wholesale and retail distribution of dairy products.—Just as local marketing of farm dairy products presents many varied aspects, so do the further stages whereby both farm dairy products and those from factories and plants pass on into the hands of ultimate consumers. The space limitations of this report make it impossible to present a completely detailed picture of these distributive processes involving, as that would, a description of each of the various kinds and types of dealers, methods of doing business, comparative costs of operation, the inter-relation of various factors in the market, transportation, storage, and prices. All that is attempted in the following pages is to sketch the broad outlines of wholesale and retail distribution of dairy products in such manner that the major features may be recognizable and so that those interested may fill in such details as have been developed in the special studies which have been made by various organizations and individuals of specific products in certain market areas. In fact, even if space were available, sufficient data for so complete a picture on the nation-wide basis are not to be found, even though for years many Government, State, and other agencies have been collecting and interpreting data on the dairy industry. In view of the great importance of this industry, both from the economic and nutritional standpoints, it seems surprising that the various interests involved, farm producers, manufacturers and processors, members of the wholesale and retail trade, and consumers have, not long ago, united their forces and demanded integrated business statistics on the dairy industries as a whole.

The following discussion is based on the data gathered by the Census of Distribution and certain other Government agencies and on information from various outside sources.

Factory channels of distribution.—The census of manufactures covering the year 1929 made inquiry concerning the market outlets or sales channels used by manufacturers. While the inquiry form was standardized, that is, the same for all kinds of factories, and thus not especially adapted to the dairy products industry, the data secured are probably indicative of actual conditions. The following discussion presents a brief analysis of these data for butter factories, cheese factories, and ice-cream factories, supplemented by additional information on factory channels of sales obtained from other sources. Satisfactory presentation can not be made of the data on sales channels obtained from processors of evaporated and condensed milk because the form used did not differentiate between case goods and bulk goods for which two classes of goods sales channels are quite different.

Butter.—The 3,213 butter plants, out of a total of 3,527, which reported as to their channels of distribution, reported total sales in 1929 of $865,288,000. While sales of products other than butter are also included in this amount, the figures

showing per cent of total sales sold through various channels are probably not far from correct for butter alone. Analysis of the data shows that 39.6 per cent of sales was made to wholesalers; 22.5 per cent to manufacturers' wholesale branches; 22.8 per cent to retailers; 2.3 per cent to manufacturers' own retail branches; 2.6 per cent to restaurants, hotels, bakeries, etc.; and 10.2 per cent to household consumers. Thus, for those manufacturers reporting, about 62 per cent of the total sales, in terms of value, passes through the wholesale trade on the way to the consumer. Since in some cities relatively large amounts of butter are made by milk distributors and sold direct to consumers, the total percentage sold direct is higher than that indicated by the reports from these manufacturing plants.

There are, however, some interesting sectional variations in the foregoing percentages. In the Pacific Coast States and in New York, Pennsylvania, and Vermont, 35 per cent of the total sales were made to retailers direct from the factories as against 19.6 per cent in the Middle Western States. Further, the factories in the Pacific Coast States sold 35 per cent to their own wholesale branches as compared with the United States average of 22.5 per cent, 20.5 per cent in the Middle West, and 4 per cent in New York, Pennsylvania, and Vermont.

The percentage of sales to manufacturers' wholesale branches includes sales by cooperative creameries through their selling agents.

As indicated in the section on factory production, the cooperatives are a very important factor in the butter industry. Many of them for years have sold most of their output to wholesale dealers. Within comparatively recent years there has been a strong tendency towards the establishment of federated sales agencies of one type or another.

The most important of these federated sales agencies are: Land O'Lakes, with headquarters in Minneapolis, Minn.; Challenge Cream & Butter Association, Los Angeles, Calif.; the Equity Dairy & Poultry Cooperative Association in Chicago, Ill.; and the United Dairymen's Association in Seattle, Wash. There are, however, also a number of very important federated or cooperative sales developments in other States. While the Bureau of the Census does not publish the data supplied to it by individual businesses, the extent to which these four cooperative selling agencies are factors in the butter market may be judged from the following data obtained from various published sources.

According to an article in the American Creamery and Poultry Produce Review the Challenge Cream & Butter Association in 1929 sold 30,428,881 pounds of butter. Land O'Lakes Creameries in addition to their general office, maintain branches in New York, Philadelphia, Chicago, Boston, and Syracuse. Land O'Lakes Creameries is one of the largest venders of sweet-cream butter, and in 1929 had total sales amounting to $50,499,645.[1] The sales of this sales agency are made direct from the concentration points in Minneapolis, Duluth, or Chicago to the larger buyers and from their sales branches to the smaller retailers. In addition to selling, the Land O'Lakes organization performs many other functions for its members in connection with the building up of a uniform and high quality output.

Another development which has made considerable headway, especially in recent years, has been the endeavor of the cooperatives to sell as large a percentage of their output as possible in the local market. This was well under way in the State of Washington 10 or 11 years ago at the time the writer made a detailed study of the marketing of dairy products in that State. Published statements of the Land O'Lakes Creameries indicate that their local member factories are being quite successful in this matter; and that the Challenge Cream

[1] Data from Federal Farm Board.

& Butter Association likewise is finding it feasible is indicated by the fact that in 1929 they supplied 65 per cent of the butter sold on the Los Angeles market.

Cheese.—According to an analysis published January 29, 1932 (covering the year 1929), of the data supplied by 2,352 cheese factories, 76.4 per cent of their total sales of $120,703,000 were made to wholesalers and to branches or wholesale establishments owned or controlled by or affiliated with the manufacturing company. Sales to retailers amounted to 6.6 per cent and those to retail establishments owned by the manufacturers, 1.6 per cent, while those to hotels and restaurants amounted to 8.1 per cent and those to household consumers, 7.3 per cent. However, a large percentage of the sales reported to manufacturers' sales branches are really made to or through such branches direct to retailers, so that in effect a considerably large percentage of cheese actually moves direct from plants or company warehouses to retailers.

As indicated above in the section on factory production the State of Wisconsin leads in cheese production. A cooperative sales agency, the National Cheese Producers' Federation, with headquarters at Plymouth, Wis., acts as a sales agent for a considerable group of cooperative cheese factories. In 1929 the federation received 47,899,645 pounds [1] of cheese from these member factories. A number of district branch offices and warehouses are maintained which receive cheese from the member factories and make shipments as per sales arrangements made by the central office. During 1929 the federation also maintained sales offices in a number of the larger cities.

Ice cream.—The ice-cream plants reporting on channels of distribution had total sales amounting to $373,000,000. By far the larger part of this, 60 per cent, or $225,000,000, was sold direct to retailers; and an additional 4.7 per cent, or or about $17,500,000, went to retail branches owned by the manufacturers. Sales to household consumers amounted to $40,982,000, or 11 per cent of the total; while an additional 2.9 per cent, or $10,909,000, was sold direct to large consumers, such as restaurants, hotels, steamboat and railroad companies, picnic committees, and the like.

It is thus seen that for the plants reporting on the channels of distribution 79 per cent went direct to retailers or to consumers, leaving only 21 per cent going through the wholesale trade, of which approximately one-half was sold to wholesalers and one-half to manufacturers' own wholesale branches. It should be noted that 59 manufacturing plants reported sales through manufacturers' agents, selling agents and/or commission houses; and 29 reported selling their entire output through such channels.

When it is considered that the above sales figures do not include the manufacture of ice cream by retailers, hotels, and the like for sales to their customers, it will be realized that if complete data were available for all sales of all ice cream, it would be found that only a very small percentage of the total goes through wholesale channels.

Wholesale trade in dairy products.—In the wholesale distribution of dairy products, that is, from assemblers and/or factories on to other factories or to retailers and thence to consumers, we find a considerable variety of types and kinds of business. The chief kinds of business, that is, based on the principal commodity or commodities handled, are, dairy products dealers, dairy and poultry products dealers, dealers in dairy and other products, and the wholesale grocery and provision trade. The chief types of dealers, based on methods of operation, relations to manufacturers, and to other dealers, are, wholesale or car-lot receivers, commission merchants, jobbers, brokers, manufacturers, sales branches, selling agents, importers, and exporters.

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[1] From the sixteenth annual business report of the National Cheese Producers' Federation, Plymouth, Wis.

Data on these various kinds and types of dealers handling dairy products are shown in Tables 2, 3, and 4. Table 2 presents a United States summary by States for those dealers who reported not only their total sales for their entire business, but who also reported separately the total amount of their dairy products business. Table 4 presents similar information for the dealers in each city where the data can be published without danger of revealing individual business operations. On the other hand, Table 3 is used to present in summary form by States the data on certain additional dealers in dairy and poultry products, dairy and other products, and groceries and provisions who reported that they sold dairy products but who merely reported their total sales for their entire business, but did not indicate the value of their dairy products business. The detailed data on wholesale milk dealers who also handle considerable quantities of other dairy products are not given in these tables as they are presented in a special report, "Distribution of Milk and Cream by Dealers in Cities."

From Tables 2 and 3 it will be seen that there were received schedules for a total of 6,759 dealers engaged in some kind of wholesale business who reported that their business included that of selling dairy products. The data presented in Table 2 show that 6,049 of these reported not only their total volume of business as indicated in the second column, but that also, as shown in the third column, they gave a definite separate report on their sales of dairy products. While not all of these reported separately for the individual commodities, butter, cheese, and other dairy products, this commodity breakdown for those firms which did so report is given on the right-hand side of the table under the caption "Sales of Dairy Products by Kinds." The total sales of dairy products for the various types of wholesale dealers shown in Table 2 (excluding the business of the assemblers) were $1,102,000,772. It should be pointed out that these sales figures do not necessarily represent net sales of the dairy products as they involve some duplication of sales arising from sales by or through one type of dealer to another. Some of these inter-relationships are discussed more fully below in explanation of kind of business and type of operation classifications and also under the discussion of the wholesale trade by commodities and in various cities.

The kind of business classification used, wherever the number of reports made it possible, covered the following four kinds of business: Dairy products, dairy and poultry products, dairy and other products, and wholesale grocery and provision trade. Only those firms were put into the dairy products trade classification whose reports showed that either their entire business was exclusively that of handling dairy products or at least 90 per cent of their business was in that line. Here were put the exclusive dealers in butter, butter and cheese, evaporated and condensed milk, and general dairy products dealers. It should be noted that this classification "dairy products dealers" differs from that used in the state wholesale bulletins and the United States wholesale summary, since in those tabulations any firm which reported 50 per cent or more of its sales as sales of dairy products was automatically classified as a dairy products dealer.

A similar basis was used in the classification "dairy and poultry products dealers" since there were included only those firms, 90 per cent at least of whose business was represented by their sales of dairy and poultry products. In case a firm reported selling dairy and poultry products but also was so heavily engaged in the sale of additional commodities that their dairy and poultry business did not amount to 90 per cent of their total but was not less than 60 per cent it was classified as a dealer in dairy and other products.

The term "wholesale grocery and provision trade" is probably self-explanatory since it covers the ordinary wholesale grocery houses and certain food specialty firms. Here also were classified a few firms which reported the sale of dairy

and poultry products but handled in addition miscellaneous kinds of foodstuffs up to 40 per cent or more of their total sales.

The type of dealer classification used is based on the accepted trade terminology in so far as the details reported on the various schedules made possible. For some of the difficulties encountered in an absolutely clear-cut classification on this basis see discussion below concerning the wholesale trade in butter. The type of dealer data presented in these tables are as detailed as possible, since, in spite of some of these classification difficulties, it was held to be desirable to show as clearly as the data make possible the kind and amount of sales of dairy products by different types of dealers. Here again, as in the case of the kind of business classification, not every type is shown for each city. That is, some types did not show up at all in some cities, and in others there were so few of certain kinds they had to be combined with others.

Thus in Table 2 the data show that reports were received for 505 dairy products dealers consisting of 277 wholesalers; 155 manufacturers' sales branches; 27 brokers and agents; and 46 other types. The total sales of dairy products by this group were $374,949,100, or 97 per cent of their total sales. In addition reports were secured on 839 dairy and poultry products dealers consisting of 738 wholesalers; 71 manufacturers' sales branches; 19 brokers and agents; and 11 other types with total sales of dairy products of $294,636,602, or 48 per cent of their total sales. Reports were also secured on 301 dealers in dairy and other products consisting of 196 wholesalers; 61 manufacturers' sales branches; 21 brokers and agents; and 23 other types, with total sales of dairy products of $78,882,178, or 55 per cent of their total sales. In the grocery and provision trade there were 4,182 wholesalers and 222 brokers and agents, making a total of 4,404 establishments, with dairy products sales of $353,532,892, or 8 per cent of their total sales.

Since in Table 2 only those schedules were tabulated which showed separately the amount of sales of dairy products, attention should be called to the fact that Table 3 presents merely the number of establishments and total sales for a number of other concerns which specifically stated on the schedule that they sold dairy products, but did not report such sales separately. These establishments number 710, of which 91 were in the dairy and poultry products business; 160 were dealers in dairy and other commodities and 459 in the grocery and provision trade.

Dealers of various kinds who definitely stated that they handled various products, but did not report such sales separately, are covered by Table 3. This table gives the number and total sales of these dealers on the State summary basis. These 710 establishments probably do business in much the same manner as those who did report the amount of their dairy products sales. Hence, it may be assumed that dairy products sales form the same per cent of their total business. On this basis the estimated value of the dairy products handled by the 91 dealers in dairy and poultry products who merely reported total sales would be $14,484,143. In like manner, the estimated dairy products sales of the 160 dealers in dairy and other products would be $17,546,433; while those of the 459 grocery and provision dealers would be $19,068,919. The sum of these three added to the known value of dairy products handled by the dealers who did report their dairy products sales separately gives an estimated dairy products sales by those dealers covered by the census of distribution of $1,153,100,267. To this, of course, should be added the dairy products sales of wholesale milk dealers of $456,187,985, making a grand total of $1,609,288,152.

Butter.—Butter may go from the factory to the consumer by any one of the following methods: Direct from factory to consumer, from factory to retailer to consumer, from factory to wholesaler to retailer to consumer. In come instances there are still other factors involved. For example, on some of the larger metro-

politan markets, butter is received in car lots by the so-called wholesale receiver who in turn may sell exclusively to jobbers who supply the retail trade. Some car-lot receivers also do a jobbing business, supplying (as do the regular jobbers) retailers, hotels, and restaurants.

The census of distribution does not provide data which make it possible to show in detail the amounts of butter handled by each of the different types of dealers, nor the amount of the sales made by and through each type. Manifestly it would be impossible to secure sufficiently reliable and properly classified data on these points on the enumeration basis. Such a detailed study of the movement of butter by the various classes and types of dealers would require specially devised schedules, and the information would need to be secured by individuals more or less familiar with the dairy products industry.

While the schedules used did provide place for the firm to indicate whether it operated as a wholesaler, commission house, jobber, or broker, it has not been possible to make a clear-cut type classification of the schedules from this information. One reason for this is the fact that some firms transact some business on one basis and some on another. Further, the differentiation made as between wholesaler and jobber is not always clear. For example, as indicated above, there are in the butter trade some firms which operate almost entirely as wholesale receivers doing very little, if any, jobbing business, that is, selling to retailers. On the other hand there are numerous so-called wholesalers of butter who secure most of their supplies through these car lot or wholesale receivers but who at times also receive car-lot shipments. Such a firm might check itself both as wholesaler and jobber, or as only one or the other. Further, some firms which carry in their firm name the words "commission company" or "commission house" actually at present sell very little butter on the straight commission basis. In like manner the information on the schedules coming from firms designating themselves as manufacturers' sales branches was not sufficiently detailed to indicate what part, if any, of their sales were made to jobber, retailers, hotels, restaurants, steamboat companies, and the like.

Table 2 which includes those dealers of various kinds and types who reported separately their dairy-products sales, shows on the right-hand side a breakdown of total dairy products sales for the establishments who also reported sales by kinds of products. The data in this table present some interesting information as to the per cent which butter sales form of the total sales of dairy products by the various kinds and types of dealers.

For those wholesalers of dairy products exclusively who reported sales of butter, such sales amounted to 56 per cent of their total dairy-products business. The 738 wholesalers of dairy and poultry products, who reported separately on their dairy-products sales, showed for the group as a whole that sales of butter amounted to 86 per cent of their dairy-products sales. While in the case of wholesalers of dairy products and other commodities sales of butter represented 62 per cent of their dairy-products business. Sales of butter represented 46 per cent of the sales of dairy products by wholesalers in the grocery and provision trade.

Note also that manufacturers' sales branches are much less important in butter than in condensed and evaporated milk. Further, the reported sales of butter made by brokers and agents in dairy products, dairy and poultry products, and dairy and other products groups and the grocery and provision trade, amount to only about 6 per cent of the amount sold by the wholesalers.

Condensed and evaporated milk.—Canned milk or case goods ordinarily move from manufacturers to the wholesale grocery trade and thence to the retailer, or through manufacturers sales branches to the wholesale grocery trade. Some condensing companies also operate on the broker basis. That is, the broker

handles the account for his territory, orders usually clear through his office with shipments being made direct to the grocery jobber, or in case of car-lot orders, direct to the retailer through the jobber. The broker receives a small fee per case regardless of whether the order clears through his office or goes in direct from wholesalers or retailers. Canned milk as a rule moves on a very narrow margin of profit for all parties concerned, the very small per-case fee received by the broker being the least.

As will be noted by Table 2, the total reported sales of evaporated and condensed milk was $185,487,530, although, as noted above under "Butter and cheese," this gross total represents some duplication of sales. Of the various firms classified as "Dairy products dealers," much the largest amount of evaporated and condensed milk was sold by the manufacturers' sales branches. In fact, sales through this type represented 60 per cent of their total reported sales of dairy products comparing with manufacturers' sales branches in that kind of business. Totaling the sales of evaporated and condensed milk by manufacturers' sales branches under each of the three kinds of business classifications where that type is shown separately, we find that their sales of this commodity totaled $78,756,051.

Bulk condensed and evaporated milk goes either direct from the processing plant to the plant which uses it in making other products, or through a wholesaler or a broker.

Cheese (other than cottage, pot, and bakers').—The exact amount and value of the cheese distributed in 1929 is not known. Not all the cheese produced in that year was necessarily marketed in 1929, and, in addition, sales in 1929 were undoubtedly made of cheese made in 1928. Imports are much more important in the cheese trade than in the butter trade. In recent years exports and imports of the latter have just about offset each other. On the other hand, cheese imports in 1929 amounted to 76,382,000 pounds, equaling 15 per cent of the total factory production in the United States in that year. About half of the cheese imported came from Italy, with Switzerland and France ranking second and third, although total imports from Switzerland are only about half those from Italy, and those from France only about one-sixth those from Italy.

The principal kinds of business and types of dealers in the wholesale cheese trade are car-lot receivers, other wholesalers, importers, jobbers, brokers, cooperative sales agencies, manufacturers' sales branches, and the wholesale grocery and provision trade. As indicated above, about 24 per cent of the total value of the cheese of the factories reporting on channels of distribution was sold either to retailers or consumers, and hence did not pass through wholesale channels.

According to Table 2A, United States Summary, it is seen that the total value of cheese sold by all kinds and types of dealers reporting separately on that item was $286,668,010. As in the case of butter, this gross sales figure contains some duplication of sales on account of sales made by one type of wholesale dealer to another. That is, any particular lot of cheese may be sold and resold one or more times on the way from the first wholesale receiver to the retailer. The sales data included in the table are, however, subdivided into sales by types of dealers as far as this is possible. Thus we find that the total sales of cheese as reported by the dealers in the classification "wholesaler," under each of the four kinds of business are as follows: Dairy products dealers, $61,471,336, or 34 per cent of their total sales of dairy products; dairy and poultry products dealers, $28,404,769, or 12 per cent of their dairy products business; dairy and other products, $16,017,810, or 33 per cent; wholesale grocery and provisions trade, $96,669,202, or 29 per cent. The total sales by wholesalers of all kinds as reported would thus be $202,563,117; while the total for manufacturers' sales branches would be $46,215,281 and $10,002,908 for brokers and agents.

The wholesale trade in cities.—Data on the kinds and types of dealers selling dairy products in various cities are found in Table 4. This is in general arranged on the same basis as Table 2, that is, the kind of business and type of dealer classifications are as detailed as conditions and number of establishments reporting make possible. Obviously these data both by kind and type can be presented in greater detail in the larger cities, since it is there that we find a greater degree of specialization as well as a greater number of firms of the different kinds and types. The dealers covered in this table include all dealers reporting that they sold dairy products who also specifically reported the value of dairy products sold. The columns on the right-hand side of the table, under the caption "Sale of Dairy Products by Kinds," cover the reported sales of the specified dairy products by such dealers as not only reported separately the total sales of dairy products, but who further broke down their total sales into sales by specific commodities. The totals in the third and fourth columns do not coincide, for the reason that not all dealers who reported total sales of dairy products gave a report of sales by kinds.

Further, it should be kept in mind that in some cities there were a number of dealers under the various classifications reporting that they sold dairy products, who did not state the sales value of such commodities, but merely gave their total sales for all kinds of commodities. Thus, in New York there were 11 dairy and poultry products dealers, 16 dealers in dairy and other products, and 12 wholesalers in the grocery and provision trade who did not report separately on sales of dairy products. In Chicago there were 3 each in the dairy and poultry products and dairy and other products businesses and 7 in the grocery and provision trade, while in Boston there were 10 dealers in dairy and poultry products, 2 in dairy and other products, and 14 in the grocery and provision trade who did not render separate reports as to dairy products.

The schedules used called for report on the amounts of dairy products sold as well as value. However, the amounts were not reported consistently enough to make it possible to tabulate them.

The following discussion covers the data on wholesale trade in the various dairy products in a few of the larger cities and, by way of contrast, in some of the smaller cities. While it is not to be assumed that the coverage of dairy products dealers was 100 per cent perfect for each city, it is felt that for the United States as a whole it is very good, as indicated by comparing total sales of dairy products as reported by the type of dealer, "wholesalers," with total factory sales of these same commodities. Further, the relative percentages of these sales through various kinds and types of dealers would not be seriously affected by the addition or subtraction of a few reports.

New York City.—Table 4 shows that the census of distribution received reports on 58 wholesalers whose business was almost exclusively confined to dairy products; and in addition, for 183 wholesalers of dairy and poultry products whose dairy products business amounted to $79,965,877 and 10 wholesalers of dairy and other products whose dairy products sales were $2,323,707. Further, there were 163 wholesalers in the grocery and provision trade who reported sales of dairy products amounting to $25,279,790. The total sales of dairy products of these various kinds of wholesalers amounted to $107,569,374. The 13 manufacturers' sales branches, 10 of which were classified as dairy products dealers and 3 of which were classified as dairy and other products dealers, had total dairy products sales of $37,244,632.

As indicated in the column under the caption "Sales of Dairy Products by Kinds" practically all of the dairy products dealers reported such commodity breakdown. This is also true of the various types of dealers in the other kinds of business classifications.

While it has been impossible to present such details in these tables, an analysis of the original tabulations shows that 24 of the 58 wholesalers of dairy products were engaged almost exclusively in the selling of butter; 20 whose business was almost entirely that of selling cheese; and 10 wholesalers who confined their sales to butter and cheese. Other types of dealers whose business was exclusively in cheese were nine importers and eight sales agents and brokers.

Turning again to the table, we note that sales of butter form by far the largest percentage of the total dairy products business of wholesalers in the dairy products and dairy and poultry products groups; while sales of cheese and butter are about equal in the wholesale grocery trade, although the sales of such commodities in that trade are not as large as similar sales by other kinds of dealers. In the dairy and poultry products group butter constitutes about 96 per cent of the total dairy products business.

Apparently the largest single factor in the sales of condensed and evaporated milk in New York City are the manufacturers' sales branches, although a considerable amount of business was reported by selling agents and wholesalers in the grocery and provision trade.

Boston.—Of the 15 dealers in dairy products, 6 were wholesalers and 4 were manufacturers' sales branches. The combined sales of these 10 were $7,969,915, of which $7,357,567 represented sales of dairy products. The sales of different kinds of commodities together with the per cent which the sales of each represented of their total sales of dairy products were: Butter, $2,470,943, or 34 per cent; cheese, $1,936,753, or 26 per cent; evaporated and condensed milk, $2,905,741, or 39 per cent.

Manufacturers' sales branches reported sales of cheese, and evaporated and condensed milk but not of butter. Note that a much larger amount of butter was reported as sold by firms engaged in the dairy and poultry trade than by those engaged exclusively in the dairy products trade. In fact, the butter sold by the latter group was exceeded in value by that sold by the wholesale grocery and provision trade.

Contrast between the large and small cities.—Examining the data for dealers in the different cities in the various States, it is seen that only in a few of the larger cities, such as Chicago, Philadelphia, and San Francisco, is the trade sufficiently specialized so as to show details at all comparable with those for New York City. In fact, it is apparent that in many of the medium sized and smaller cities it is only in the wholesale grocery and provision trade that there are enough so that the sales figures can be shown without danger of revealing individual businesses.

It is interesting to compare such cities as Detroit with the smaller cities in the same State. As will be noted in the data on the Michigan cities on page 75, there are reported for the city of Detroit 3 specialized wholesalers of dairy products exclusively and one manufacturers' sales branch; 19 wholesalers of dairy and poultry products with one manufacturers' sales branch; and 4 dairy and other products dealers. Over half the sales of the dairy products wholesalers consisted of butter; while in the case of the wholesalers of dairy and poultry products such sales amounted to over 90 per cent. The sales of butter, by these two kinds of wholesalers far exceed the butter sales of the wholesale grocery and provision trade, as did also their sales of cheese. On the other hand, most of the evaporated and condensed milk sales were reported by the grocery and provision trade.

On the other hand, in the smaller cities of the State it is apparent that the dairy products moving through wholesale channels locally are largely sold by the grocery and provision trade, although the aggregate total sales of dairy products by such wholesalers would be nowhere near large enough to account for all of the dairy products sold by retailers in the various cities. This means, of course, that

the retailers in these smaller cities make use of other sources of supply than local wholesalers. These are probably chiefly of the two following types: Wholesalers in the dairy products and dairy and poultry products trade in the larger cities in Michigan and adjacent States; and direct from producing factories either locally or elsewhere. Similar conditions as between the larger and smaller cities prevail rather generally throughout the other States.

Retail sales of dairy products.—Data showing total sales of each of the dairy products by retailers are not available. It is true that the retail food store schedule used in cities of over 10,000, for stores doing an annual business of $60,000 and over, provided for reporting breakdown in sales by commodities. However, numerous retailers did not keep their records in such shape as to enable them to make such reports and further, no such provision was made for reporting sales by commodities on schedules used for the smaller store nor for stores of any size in places of under 10,000 population.

The retail outlets where dairy products are sold are extremely varied in kind and quite large in number. They range all the way from the more or less elaborate food stores (groceries, combination food markets, dairy stores, and delicatessens), to the very small stores, both in larger cities and country villages, and include likewise the soft-drink stands, confectionery stores, drug stores, hotels, and restaurants. The following table shows the number of each of several kinds of retail outlets selling dairy products by geographic divisions.

RETAIL OUTLETS SELLING DAIRY PRODUCTS

[Number of stores by geographic divisions]

	Candy and confectionery stores (number)	Grocery stores (without meats) (number)	Combination stores (groceries and meats) (number)	Restaurants, cafeterias, and lunch rooms (number)	Other eating places (number)
United States, total	63,265	191,876	115,549	96,950	37,343
New England	5,460	16,124	11,400	5,412	1,993
Middle Atlantic	25,646	56,084	20,374	20,747	8,599
East North Central	14,688	31,492	28,485	20,407	9,770
West North Central	4,925	11,967	13,102	12,254	2,691
South Atlantic	4,742	25,958	15,936	9,635	3,916
East South Central	996	13,001	7,841	5,664	2,394
West South Central	1,926	17,749	10,048	10,675	3,890
Mountain	1,219	4,411	3,059	2,921	919
Pacific	3,663	15,090	5,304	9,235	3,171

Naturally the amount of dairy products sold varies greatly from store to store, both as to the absolute amount and the per cent which such sales represent of total sales. However, as indicated above, data are not available on these points.

The census of distribution received reports from cities of over 10,000 population for 4,193 retail milk dealers, i. e., dealers making 50 per cent or more of their sales to retail consumers. Total sales of all kinds of dairy products for these milk dealers were $639,533,912. In addition reports were received from the same cities for 1,037 milk dealers classified as wholesalers, who also sold considerable quantities of dairy products at retail. Further details on both of these classes of milk dealers are printed in the special report Distribution of Fluid Milk and Cream in Cities of over 10,000 Population.

This report has attempted to present the outlines of the assembling and distribution of dairy products as clearly as existing Government data make possible. It has not been possible to connect up several points in the outline

due to the partial nature of the data. In addition, there are a number of other problems of importance in connection with the dairy products industries on which no division of the Census or other Government organization at present secures entirely adequate data. As, for example, transportation, finance, the interrelationship of various factors in the industry, mergers, total consumption of dairy products, storage, actual sales methods, costs of operations, prices, gross and net profits, and the like. That such data are of vital significance to the trade, as well as to the producer and consumer, is undoubtedly true. They are absolutely necessary in any attempt at a complete critical analysis of the economics of the industry, but they need to be gathered through a joint cooperative endeavor on the part of the various factors in the industry and the various governmental and State agencies. Such an undertaking, large as it at first might seem to be, is entirely feasible and practicable, given the proper realization of the importance of such integrated business data concerning this extremely important industry or group of industries.

TABLE I.—PRODUCTION AND SALES OF DAIRY PRODUCTS, 1919 AND 1929—FARM PRODUCTION OF MILK; SALES OF DAIRY PRODUCTS BY FARMERS; FACTORY PRODUCTION OF DAIRY PRODUCTS, 1919 AND 1929, WITH PER CENT OF INCREASE OR DECREASE

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but is included in the total*]

GEOGRAPHIC DIVISION AND STATE		COWS AND HEIFERS MILKED [1]			SALES OF DAIRY PRODUCTS BY FARMERS [1]				FACTORY PRODUCTION OF DAIRY PRODUCTS [2]			
		Total number	Number per 1,000 population	Total milk produced (gallons)	Whole milk (gallons)	Cream: As butter fat (pounds)	Cream: As cream (gallons)	Butter (pounds)	Butter (pounds)	Cheese (pounds)	Evaporated and condensed milk (pounds)	Ice cream (gallons)
United States, total	1929	21,124,221	172	11,052,023,357	4,455,638,767	1,179,905,874	15,846,164	135,045,358	1,615,688,347	487,200,055	2,174,940,213	267,274,485
	1919			7,805,143,792	2,529,331,413	532,244,072	82,247,580	207,859,564	920,441,224	473,569,199	2,150,182,245	
Per cent of change				42	76	121	−81	−35	75	3	1	
NEW ENGLAND	1929	708,218	87	415,303,967	300,149,438	11,760,568	1,106,761	9,430,679	(x)	(x)	(x)	20,711,648
	1919			385,638,607	208,464,058	17,571,096	2,487,936	14,670,830	18,547,643	(x)	(x)	
Per cent of change				8	44	−33	−56	−36				
Maine	1929	131,426	165	71,100,802	28,059,859	3,168,942	444,524	5,545,351	(x)	(x)	(x)	1,593,265
	1919			77,676,881	28,190,733	2,705,560	742,813	6,945,411	1,271,819	(x)	(x)	
Per cent of change				−8	(3)	17	−40	−20				
New Hampshire	1929	71,664	154	40,679,579	29,402,588	427,450	159,885	1,252,225	(x)		(x)	947,303
	1919			42,556,285	23,043,256	758,782	264,635	2,272,752	517,498	(x)	(x)	
Per cent of change				−4	28	−44	−40	−20				
Vermont	1929	255,772	712	139,075,554	100,644,446	7,746,716	153,479	1,778,781	5,136,559	668,104	37,131,261	807,184
	1919			122,095,734	55,319,390	13,072,731	928,843	2,954,634	12,883,193	4,907,759	31,504,375	
Per cent of change				14	82	−41	−83	−40	−60	−86	18	
Massachusetts	1929	130,637	31	85,420,875	73,374,940	310,014	191,371	502,343	1,229,654	(x)	603,804	11,409,842
	1919			76,316,309	55,676,858	506,851	310,918	1,282,887	2,659,264	(x)		
Per cent of change				12	32	−39	−38	−61	54			
Rhode Island	1929	20,535	30	14,889,788	13,521,798	9,596	23,325	22,821	(x)			1,958,023
	1919			12,099,111	9,313,548	15,524	30,022	81,150	197,170			
Per cent of change				23	45	−38	−22	−72				
Connecticut	1929	98,184	61	64,137,369	55,145,807	97,850	134,177	329,158	(x)		(x)	3,996,031
	1919			54,894,287	36,920,273	511,648	210,705	1,133,996	1,018,699	188,922		
Per cent of change				17	49	−81	−36	−71				
MIDDLE ATLANTIC	1929	2,162,935	82	1,362,227,060	1,122,985,552	12,546,345	1,039,153	21,439,039	21,209,108	(x)	(x)	79,826,233
	1919			1,248,168,026	879,984,088	12,490,752	3,116,194	41,855,538	30,507,171	105,188,947	(x)	
Per cent of change				9	28	(3)	−67	−49	−30			
New York	1929	1,243,061	99	800,523,979	682,504,331	6,202,489	506,933	9,135,130	9,355,093	49,067,931	188,817,545	32,818,828
	1919			756,045,942	573,161,952	6,298,760	1,815,983	15,455,725	15,727,774	88,957,860	479,735,984	
Per cent of change				6	19	−2	−72	−41	−40	−45	−61	
New Jersey	1929	111,784	28	81,772,540	73,765,350	23,656	62,154	249,023		(x)	(x)	10,424,559
	1919			70,490,729	56,377,196	61,579	51,114	674,267	189,796	792,379	11,961,184	
Per cent of change				16	31	−62	22	−63				
Pennsylvania	1929	808,090	84	479,930,541	366,715,871	6,320,200	470,066	12,054,886	11,854,015	1,370,191	72,785,669	36,582,846
	1919			421,631,355	250,444,940	6,130,413	1,249,097	25,725,546	14,589,601	15,438,708	184,951,684	
Per cent of change				14	46	3	−62	−53	−19	−911	−61	

[1] Data from Census of Agriculture.

[2] Data from Census of Manufactures.

[3] Less than 1 per cent.

TABLE I.—PRODUCTION AND SALES OF DAIRY PRODUCTS, 1919 AND 1929—FARM PRODUCTION OF MILK; SALES OF DAIRY PRODUCTS BY FARMERS; FACTORY PRODUCTION OF DAIRY PRODUCTS, 1919 AND 1929, WITH PER CENT OF INCREASE OR DECREASE—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but is included in the total*]

GEOGRAPHIC DIVISION AND STATE		COWS AND HEIFERS MILKED			SALES OF DAIRY PRODUCTS BY FARMERS				FACTORY PRODUCTION OF DAIRY PRODUCTS			
		Total number	Number per 1,000 population	Total milk produced (gallons)	Whole milk (gallons)	Cream: As butter fat (pounds)	Cream: As cream (gallons)	Butter (pounds)	Butter (pounds)	Cheese (pounds)	Evaporated and condensed milk (pounds)	Ice cream (gallons)
EAST NORTH CENTRAL	1929	5,090,365	201	2,983,767,759	1,672,995,817	283,775,371	2,998,935	19,652,937	436,236,782	350,210,911	1,212,617,139	67,351,151
	1919			2,246,679,781	948,491,089	187,178,213	27,654,771	42,377,384	299,521,362	321,903,834	1,024,372,855	
Per cent of change				33	76	52	−89	−54	46	9	18	
Ohio	1929	848,178	128	454,116,752	227,151,421	45,682,890	532,330	6,038,190	89,359,974	5,298,648	101,265,648	17,134,844
	1919			396,317,787	139,063,960	29,828,000	7,658,715	14,116,447	63,882,101	5,220,545	119,183,708	
Per cent of change				15	63	53	−93	−57	40	1	−15	
Indiana	1929	662,360	205	332,182,790	142,720,094	41,255,624	430,273	2,987,343	56,608,373	10,220,203	74,762,402	7,646,747
	1919			238,793,861	45,167,166	25,922,440	5,907,414	6,438,298	42,186,894	269,094	32,470,141	
Per cent of change				39	216	59	−93	−54	34	370	130	
Illinois	1929	963,882	126	506,374,072	238,286,469	50,631,156	711,804	4,984,870	73,886,515	18,859,558	148,128,158	23,043,627
	1919			370,486,981	159,578,765	17,052,544	5,626,433	8,734,470	44,527,933	4,851,054	177,792,214	
Per cent of change				37	49	197	−87	−43	66	288	−17	
Michigan	1929	746,104	154	449,756,289	221,410,539	46,713,496	765,176	4,717,937	61,075,502	7,342,874	123,091,047	11,640,845
	1919			382,822,631	130,864,366	31,647,906	4,459,626	10,154,869	55,842,680	12,857,230	181,700,256	
Per cent of change				17	69	48	−83	−54	9	−43	−32	
Wisconsin	1929	1,869,841	636	1,241,337,856	843,427,294	99,492,205	559,352	924,597	155,306,418	308,489,628	765,369,884	7,885,088
	1919			858,258,521	473,816,832	82,727,323	4,002,583	2,933,300	93,081,754	298,705,911	513,226,536	
Per cent of change				45	78	20	−86	−68	67	3	49	
WEST NORTH CENTRAL	1929	5,971,117	449	2,919,936,546	327,794,717	602,874,707	4,849,733	13,014,793	834,723,522	(x)	(x)	29,596,913
	1919			1,718,410,014	129,303,194	214,581,923	31,949,388	28,883,728	404,651,491		(x)	
Per cent of change				70	154	181	−85	−55	106			
Minnesota	1929	1,455,767	568	825,441,483	95,757,058	198,797,718	1,121,565	1,153,398	288,629,615	8,800,687	36,706,476	5,879,386
	1919			475,506,689	43,151,896	82,412,061	5,888,538	4,392,185	146,295,141	10,116,048	(x)	
Per cent of change				74	122	141	−81	−74	97	−13		
Iowa	1929	1,297,914	525	647,224,237	64,537,602	140,520,819	1,126,878	2,317,851	213,730,792	1,408,432	15,734,763	5,789,441
	1919			361,426,362	31,355,659	45,411,147	6,784,753	6,463,846	90,079,758	1,015,790	8,039,785	
Per cent of change				79	106	209	−83	−64	131	39	96	
Missouri	1929	901,445	248	369,134,036	67,005,356	55,672,669	549,830	3,492,304	86,951,416	3,162,510	41,822,618	8,486,980
	1919			228,907,721	17,900,545	14,853,783	4,836,763	7,022,562	35,988,733	188,920	(x)	
Per cent of change				61	274	275	−89	−50	142	1,574		
North Dakota	1929	477,137	701	227,819,411	8,209,838	47,519,470	468,446	1,482,449	38,954,548	(x)		1,147,453
	1919			138,606,540	3,047,096	14,607,548	3,098,421	2,898,998	19,536,985	(x)	1,606,725	
Per cent of change				64	169	225	−85	−49	99			

South Dakota	1929	493,534	713	231,186,744	9,590,036	50,438,485	344,911	710,031	40,893,751	786,940			1,241,246
	1919			124,424,918	2,697,554	13,615,085	2,841,406	1,493,800	17,612,674				
Per cent of change				86	256	270	−88	−52	132				
Nebraska	1929	621,456	451	292,937,813	29,931,614	52,792,294	592,401	1,622,838	106,199,457	4,135,269	(x)		3,177,854
	1919			168,083,367	10,181,597	17,621,330	3,631,494	2,338,491	58,570,937	(x)	7,041,504		
Per cent of change				74	194	200	−84	−31	81				
Kansas	1929	723,864	385	326,192,822	52,763,213	57,133,252	645,702	2,235,922	59,363,943	2,353,998	13,637,582		3,874,553
	1919			221,454,417	20,968,847	26,060,969	4,868,013	4,273,846	36,567,263	35,436	21,831,821		
Per cent of change				47	152	119	−87	−48	62	654	−37		
South Atlantic	1929	1,505,368	95	644,880,690	192,532,848	17,239,515	1,254,836	30,054,979		(x)			21,004,745
	1919			517,728,377	81,264,102	3,365,410	1,417,055	32,495,022	3,570,243	(x)	(x)		
Per cent of change				25	137	412	−11	−8					
Delaware	1929	30,057	126	14,756,728	11,435,267	32,883	6,517	277,705	(x)	(x)			654,926
	1919			11,356,313	6,876,251	76,232	34,252	675,359	294,713	(x)			
Per cent of change				30	66	−57	−81	−59					
Maryland	1929	166,651	102	87,785,709	65,080,112	811,812	192,004	2,173,009	183,184	(x)	(x)		4,460,371
	1919			58,754,193	29,842,910	448,266	311,436	3,925,042	301,895	(x)	3,875,951		
Per cent of change				49	118	81	−38	−45	−39				
District of Columbia	1929	464	1	503,619	475,934		720	2,132					2,493,237
	1919			512,074	129,170	50	25	81					
Per cent of change													
Virginia	1929	337,862	140	145,524,668	38,539,444	6,698,479	483,530	6,860,348	5,496,951	1,052,034	(x)		2,869,994
	1919			110,942,113	17,009,435	1,163,064	556,583	8,007,298	1,732,223	(x)	(x)		
Per cent of change				31	127	476	−13	−14	217				
West Virginia	1929	197,495	114	83,868,465	16,950,635	4,061,031	137,289	4,313,712	466,414		(x)		2,543,631
	1919			73,690,103	6,778,970	581,519	292,106	7,155,413	356,498				
Per cent of change				14	150	598	−53	−40	31				
North Carolina	1929	268,373	85	119,992,505	19,791,845	2,003,412	145,096	6,737,669	2,230,056	(x)			2,519,277
	1919			95,747,638	7,060,063	729,419	100,933	5,819,193	884,914	192,539			
Per cent of change				25	180	175	44	16	152				
South Carolina	1929	131,206	75	52,525,520	7,673,489	481,662	60,498	2,631,179	468,717				1,165,062
	1919			52,954,637	2,870,607	98,606	18,155	1,956,001					
Per cent of change				(3)	167	388	233	35					
Georgia	1929	299,294	103	113,639,532	17,957,625	3,043,141	158,934	6,679,114	2,158,368		(x)		1,940,127
	1919			101,615,773	7,389,966	240,456	86,908	4,728,372					
Per cent of change				12	143	1,166	83	41					
Florida	1929	73,966	50	26,283,944	14,628,497	107,095	70,248	380,111	1,061,421		(x)		2,358,120
	1919			12,155,533	3,306,730	27,798	16,657	228,263					
Per cent of change				116	342	285	322	67					
East South Central	1929	1,629,628	165	646,606,563	127,626,548	39,172,763	1,014,586	15,279,122	46,990,768	(x)	(x)		8,200,324
	1919			458,942,467	32,803,250	8,548,193	2,616,454	19,418,492	13,349,194				
Per cent of change				41	289	358	−61	−21	399				
Kentucky	1929	488,562	187	210,623,997	38,912,644	22,636,231	513,325	3,355,642	20,632,515	(x)	27,958,680		1,767,270
	1919			146,561,464	12,469,133	4,238,223	1,581,285	5,917,916	5,949,761	(x)			
Per cent of change				44	212	434	−68	−43	247				
Tennessee	1929	442,063	169	181,789,691	43,608,168	10,119,699	233,580	5,899,934	17,266,810	2,365,893	37,460,676		3,050,362
	1919			130,285,644	9,831,349	1,862,519	490,112	8,468,929	3,479,817				
Per cent of change				40	344	443	−52	−30	396				
Alabama	1929	315,300	119	123,548,606	16,759,875	1,808,392	157,976	4,302,466	2,153,770	(x)	(x)		1,888,317
	1919			93,903,677	6,408,962	582,858	150,474	3,160,572	445,907				
Per cent of change				32	162	210	5	36	383				

[3] Less than 1 per cent.

TABLE I.—PRODUCTION AND SALES OF DAIRY PRODUCTS, 1919 AND 1929—FARM PRODUCTION OF MILK; SALES OF DAIRY PRODUCTS BY FARMERS; FACTORY PRODUCTION OF DAIRY PRODUCTS, 1919 AND 1929, WITH PER CENT OF INCREASE OR DECREASE—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but is included in the total*]

GEOGRAPHIC DIVISION AND STATE		COWS AND HEIFERS MILKED			SALES OF DAIRY PRODUCTS BY FARMERS				FACTORY PRODUCTION OF DAIRY PRODUCTS			
		Total number	Number per 1,000 population	Total milk produced (gallons)	Whole milk (gallons)	Cream: As butter fat (pounds)	Cream: As cream (gallons)	Butter (pounds)	Butter (pounds)	Cheese (pounds)	Evaporated and condensed milk (pounds)	Ice cream (gallons)
EAST SOUTH CENTRAL—Continued												
Mississippi	1929	383,703	191	130,644,269	28,345,861	4,608,441	109,705	1,721,080	6,937,673	4,447,012	16,090,374	1,494,375
	1919			88,191,682	4,093,806	1,864,593	394,583	1,871,075	3,473,709			
Per cent of change				48	592	147	−72	−8	100			
WEST SOUTH CENTRAL	1929	2,112,855	174	848,817,108	135,674,793	71,526,162	1,370,191	22,297,614	56,250,874	(x)	(x)	12,929,400
	1919			459,370,676	36,808,346	12,431,547	3,243,867	16,421,394	21,718,015			
Per cent of change				85	269	475	−58	36	159			
Arkansas	1929	326,057	176	128,568,652	13,345,255	8,964,934	194,323	2,959,557	2,984,973	1,866,861		1,190,791
	1919			87,623,651	4,332,116	897,812	234,791	3,182,328				
Per cent of change				47	208	899	−17	−7				
Louisiana	1929	188,899	90	58,289,639	14,735,718	715,166	49,278	712,692	758,056	(x)	(x)	1,400,786
	1919			32,972,720	5,334,031	72,455	19,459	471,596				
Per cent of change				77	176	887	153	51				
Oklahoma	1929	586,904	245	249,251,003	32,445,710	33,145,029	462,869	3,990,753	27,510,373	326,099	(x)	3,082,334
	1919			135,820,769	7,781,754	8,357,831	2,338,859	3,820,173	10,806,549			
Per cent of change				84	317	297	−80	4	154			
Texas	1929	1,010,995	174	412,707,814	75,148,110	28,701,033	663,721	14,634,612	24,997,472	2,664,452	2,582,611	7,255,489
	1919			202,953,536	19,360,445	3,103,449	650,758	8,947,297	10,911,466	(x)		
Per cent of change				103	288	825	2	64	129			
MOUNTAIN	1929	861,336	233	469,472,967	135,187,262	66,410,880	1,173,310	2,875,610	79,679,139	(x)	(x)	
	1919			260,412,164	47,821,325	17,884,633	3,952,032	7,196,857	33,213,848	7,297,707	(x)	
Per cent of change				80	183	271	−70	−60	140			
Montana	1929	173,303	323	87,377,918	12,545,846	13,868,373	392,988	861,408	13,974,652	1,681,903		726,183
	1919			51,251,095	5,101,542	2,909,284	926,842	2,062,541	6,094,466	390,527		
Per cent of change				70	146	377	−58	−58	129	330		
Idaho	1929	168,086	378	104,666,773	28,448,962	17,416,690	216,818	405,138	23,570,907	7,735,331	(x)	699,450
	1919			52,365,498	6,302,891	4,951,818	780,310	1,381,995	5,272,857	2,623,440	(x)	
Per cent of change				100	351	252	−72	−71	347	195		
Wyoming	1929	65,273	290	32,879,209	6,900,763	4,886,289	85,001	185,166	2,863,589	2,306,963		(x)
	1919			14,542,841	2,144,590	1,005,907	204,273	395,135	1,324,904	1,502,022		
Per cent of change				126	222	386	−58	−53	116	54		
Colorado	1929	234,530	227	121,905,777	36,082,195	17,208,287	259,768	582,962	22,020,043	3,789,990	(x)	2,838,976
	1919			79,492,631	16,086,983	5,804,055	1,381,758	1,739,147	13,982,711	1,163,140	14,356,276	
Per cent of change				53	124	196	−81	−66	57	226		

New Mexico	1929	62,510	148	24,490,921	4,775,946	3,018,601	93,400	298,807	565,520				279,659
	1919			12,737,649	1,626,479	682,973	198,098	332,002					
Per cent of change				92	194	342	−53	−10					
Arizona	1929	34,613	80	21,004,609	11,984,183	1,306,077	32,758	139,570	2,612,698	(x)	(x)		698,263
	1919			14,370,833	6,707,170	762,599	92,089	193,597	1,040,437	547,645			
Per cent of change				46	79	71	−64	−28	151				
Utah	1929	102,644	202	65,039,328	32,419,605	6,049,420	59,413	372,013	11,793,481	3,328,023	43,994,263		1,025,681
	1919			29,339,512	9,051,137	1,049,559	291,659	1,040,581	4,410,678	1,070,933	18,575,130		
Per cent of change				122	258	476	−80	−64	167	210	137		
Nevada	1929	20,377	224	12,108,432	2,029,762	2,657,143	33,164	30,546	2,278,249	(x)			(x)
	1919			6,312,105	800,533	718,438	77,003	51,859	1,087,795				
Per cent of change				92	154	270	−57	−41	110				
Pacific	1929	1,082,399	132	761,010,697	440,691,792	74,599,563	1,038,659	1,000,585	121,701,266	28,201,089	262,866,975		20,809,152
	1919			509,793,680	164,391,961	58,192,305	5,809,883	4,540,319	95,362,257	21,424,712	246,083,272		
Per cent of change				49	168	28	−82	−78	28	32	7		
Washington	1929	267,573	171	180,104,032	91,790,960	19,595,087	334,759	496,393	28,694,616	5,277,723	63,662,844		3,997,148
	1919			140,524,518	63,575,339	9,738,094	1,586,806	2,012,530	20,237,682	2,291,428	165,398,981		
Per cent of change				28	44	101	−79	−75	42	130	−61		
Oregon	1919	224,780	236	135,376,656	51,785,382	19,956,891	232,475	211,981	23,825,954	12,656,780	16,140,995		2,067,588
	1919			92,844,946	22,878,290	10,835,785	1,106,341	1,145,803	13,984,185	9,424,399	34,084,196		
Per cent of change				46	226	84	−79	−81	70	34	−52		
California	1929	590,046	104	445,530,009	297,115,450	35,047,585	471,425	292,211	69,180,696	10,266,586	183,063,136		14,744,416
	1919			276,424,216	77,938,332	37,618,426	3,116,736	1,381,986	61,140,390	9,708,885	46,600,095		
Per cent of change				61	281	−7	−85	−79	13	6	292		

TABLE 2A.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES SUMMARY

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS FOR THOSE CONCERNS REPORTING NOT ONLY TOTAL SALES OF DAIRY PRODUCTS BUT ALSO SALES OF INDIVIDUAL DAIRY PRODUCTS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
		Dollars	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
United States, total	**6, 231**	**5, 744, 268, 451**	**1, 184, 569, 519**	**1, 136, 945, 056**	**634, 818, 210**	**286, 668, 010**	**29, 971, 306**	**185, 487, 530**
Dairy products: [2]								
Assemblers	98	75, 173, 326	74, 082, 679	63, 181, 130	39, 090, 583	17, 742, 866	4, 858, 482	1, 489, 199
Wholesalers	277	185, 096, 989	181, 539, 697	168, 827, 146	101, 367, 157	61, 471, 336	4, 752, 711	1, 235, 942
Manufacturers' sales branches	155	132, 003, 928	126, 240, 263	120, 761, 178	8, 558, 739	36, 237, 309	3, 881, 053	72, 084, 077
Brokers and agents	27	30, 963, 917	29, 997, 721	29, 410, 863	18, 626, 413	4, 300, 279	1, 605, 364	4, 878, 807
All other types	46	38, 701, 537	37, 171, 419	35, 675, 435	21, 051, 370	6, 086, 237	338, 961	8, 198, 867
Dairy and poultry products:								
Assemblers	77	28, 053, 613	8, 222, 654	7, 769, 373	6, 907, 294	301, 628	549, 908	10, 543
Wholesalers	738	515, 116, 035	242, 656, 178	239, 339, 295	208, 515, 435	28, 404, 769	1, 851, 668	567, 423
Manufacturers' sales branches	71	66, 228, 026	34, 430, 502	33, 115, 704	30, 220, 248	2, 489, 132	107, 578	298, 746
Brokers and agents	19	17, 801, 678	10, 596, 865	10, 596, 647	9, 413, 151	1, 160, 581	----------	22, 915
All other types	11	11, 002, 196	6, 953, 057	6, 620, 274	6, 438, 062	135, 430	12, 163	34, 619
Dairy and other products:								
Assemblers	7	629, 967	263, 414	159, 285	2, 232	----------	157, 053	----------
Wholesalers	196	101, 449, 279	48, 523, 889	46, 666, 809	30, 015, 211	16, 017, 810	297, 790	335, 998
Manufacturers' sales branches	61	23, 258, 704	16, 346, 782	15, 290, 159	1, 375, 818	7, 488, 840	52, 273	6, 373, 228
Brokers and agents	21	11, 623, 330	7, 639, 836	7, 612, 275	42, 500	1, 117, 604	----------	6, 452, 171
All other types	23	8, 386, 862	6, 371, 671	4, 178, 309	552, 508	3, 620, 543	5, 258	----------
Grocery and provision trade	4, 404	4, 498, 779, 064	353, 532, 892	347, 741, 174	152, 641, 489	100, 093, 646	11, 501, 044	83, 504, 995
Wholesalers	4, 182	4, 278, 834, 406	329, 240, 286	323, 504, 041	152, 319, 019	96, 669, 202	10, 991, 574	63, 524, 246
Brokers and agents	222	219, 944, 658	24, 292, 606	24, 237, 133	322, 470	3, 424, 444	509, 470	19, 980, 749

[1] Data in this table do not include the following: Cream stations and milk dealers.

[2] Include only establishments at least 90 per cent of whose total sales was sales of dairy products. (For an explanation of other kinds of business and types of operation see text beginning on p. 23.)

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
ALABAMA								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
State summary, total	99	-------	5,100	4,810,608	1,499,002	1,766,780	59,278	1,485,548
Dairy products:								
Assemblers	1	(x)	(x)	(x)	(x)	----------	(x)	----------
Wholesalers	1	(x)	(x)	----------	----------	----------	----------	----------
Manufacturers' sales branches	3	450	440	439,948	----------	----------	----------	439,948
All other types	1	(x)	(x)	(x)	(x)	----------	(x)	----------
Dairy and other products:								
Wholesalers	3	227	163	7,272	----------	----------	----------	7,272
Grocery and provision trade	90	54,125	4,181	4,158,052	1,299,816	1,766,780	53,128	1,038,328
Wholesalers	78	48,961	3,688	3,664,565	1,262,656	1,684,500	53,128	664,281
Brokers and agents	12	5,164	493	493,487	37,160	82,280	----------	374,047
ARIZONA								
State summary, total	20	-------	2,034	2,034,333	540,496	320,746	140	1,172,951
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade:								
Wholesalers	17	11,992	1,111	1,110,532	428,956	295,746	140	385,690
Brokers and agents	2	(x)	(x)	(x)	(x)	(x)	----------	(x)
ARKANSAS								
State summary, total	84	-------	3,306	3,092,082	625,933	911,183	77,896	1,477,070
Dairy products:								
Wholesalers	4	136	135	8,012	8,012	----------	----------	----------
Manufacturers' sales branches	2	(x)	(x)	(x)	----------	----------	----------	(x)
Dairy and other products:								
Assemblers	1	(x)	(x)	(x)	(x)	----------	(x)	----------
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade	76	47,106	2,856	2,781,393	613,304	911,183	50,500	1,206,406
Wholesalers	68	37,355	2,200	2,125,161	606,304	820,683	42,500	655,674
Brokers and agents	8	9,751	656	656,232	7,000	90,500	8,000	550,732
CALIFORNIA								
State summary, total	346	-------	80,112	78,086,231	34,200,561	16,175,747	5,860,461	21,849,462
Dairy products:								
Wholesalers	16	5,180	5,033	4,462,457	3,013,225	263,135	1,099,839	86,258
Manufacturers' sales branches	16	9,565	8,592	8,006,160	1,954,280	3,693,246	1,059,650	1,298,984
Brokers and ageats	5	15,557	14,867	14,866,818	12,014,398	400,996	1,599,756	851,668
All other types	6	7,802	7,749	7,614,586	917,639	299,277	5,578	6,392,092

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
CALIFORNIA—Continued								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy and poultry products:								
Wholesalers	24	20,598	7,862	7,715,459	5,710,741	1,059,394	895,727	49,597
Manufacturers' sales branches	2	(x)	(x)	(x)	(x)	(x)	(x)	----------
Brokers and agents	5	3,862	2,479	2,478,795	1,519,303	959,492	----------	----------
All other types	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
Wholesalers	9	2,995	1,199	892,378	537,718	164,486	36,768	153,406
Manufacturers' sales branches	5	3,261	2,764	2,764,475	258,421	1,356,240	34,293	1,115,521
Brokers and agents	4	2,356	1,491	1,491,025	2,500	693,112	----------	795,413
Grocery and provision trade	252	286,278	27,074	26,947,749	7,564,428	7,151,248	1,125,550	11,106,523
Wholesalers	247	267,556	24,539	24,412,438	7,564,428	6,558,481	1,125,550	9,163,979
Brokers and agents	5	18,722	2,535	2,535,311	----------	592,767	----------	1,942,544
COLORADO								
State summary, total	56	-------	7,596	7,406,857	2,535,860	2,067,224	88,449	2,715,324
Dairy products:								
Wholesalers	7	1,493	1,160	1,160,293	938,643	133,151	88,449	50
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	----------	----------	(x)
Brokers and agents	2	(x)	(x)	(x)	----------	(x)	----------	(x)
Dairy and poultry products:								
Wholesalers	5	1,298	392	276,110	251,113	24,997	----------	----------
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	----------	----------	----------
Dairy and other products:								
Wholesalers	2	(x)	(x)	(x)	----------	(x)	----------	----------
Manufacturers' sales branches	2	(x)	(x)	(x)	----------	(x)	----------	(x)
Grocery and provision trade	36	36,430	2,919	2,870,244	579,541	1,165,889	----------	1,124,814
Wholesalers	32	34,183	2,743	2,743,101	579,541	1,152,889	----------	1,010,671
Brokers and agents	4	2,247	176	127,143	----------	13,000	----------	114,143
CONNECTICUT								
State summary, total	109	-------	12,687	12,570,137	9,144,032	1,956,586	441,933	1,027,586
Dairy and poultry products:								
Wholesalers	8	3,383	2,166	2,148,287	1,838,445	283,102	26,740	----------
All other types	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
Wholesalers	6	4,576	2,025	2,012,236	1,704,213	308,023	----------	----------
Grocery and provision trade	94	85,206	8,151	8,064,617	5,278,903	1,342,935	415,193	1,027,586
DELAWARE								
State summary, total	6	-------	868	867,919	685,511	135,126	----------	47,282
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade	5	(x)	(x)	(x)	(x)	(x)	----------	(x)

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
DISTRICT OF COLUMBIA								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
State summary, total	28	-------	7,259	5,848,378	3,803,748	1,145,546	660,569	238,515
Dairy products:								
All types	2	(x)	(x)	(x)	(x)	-------	-------	-------
Dairy and poultry products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	(x)	-------	-------
Wholesalers	3	769	474	474,459	349,142	125,317	-------	-------
Dairy and other products:								
All types	3	2,902	1,959	582,000	395,000	187,000	-------	-------
Grocery and provision trade	19	45,578	4,366	4,331,756	2,635,135	797,537	660,569	238,515
FLORIDA								
State summary, total	127	-------	10,034	9,818,876	4,431,608	2,357,257	205,288	2,824,723
Dairy products:								
Wholesalers	5	464	445	401,039	260,873	88,943	-------	51,223
Manufactuers' sales branches	5	1,033	974	973,724	185,000	-------	-------	788,724
Dairy and poultry products:								
Wholesalers	3	1,207	882	735,498	87,739	572,759	75,000	-------
Dairy and other products:								
Assemblers	1	(x)	(x)	(x)	-------	-------	(x)	-------
Brokers and agents	1	(x)	(x)	(x)	-------	-------	-------	(x)
Grocery and provision trade	112	68,239	7,583	7,579,237	3,897,996	1,695,555	71,910	1,913,776
Wholesalers	105	64,657	7,172	7,167,909	3,877,996	1,664,501	71,910	1,553,502
Brokers and agents	7	3,582	411	411,328	20,000	31,054	-------	360,274
GEORGIA								
State summary, total	122	-------	9,006	8,947,962	2,662,579	2,674,708	6,290	3,604,385
Dairy products:								
Assemblers	1	(x)	(x)	-------	(x)	-------	-------	-------
Wholesalers	2	(x)	(x)	(x)	(x)	-------	-------	-------
Manufacturers' sales branches	9	2,481	2,466	2,465,604	293,013	-------	-------	2,172,591
Brokers and agents	1	(x)	(x)	(x)	(x)	(x)	-------	-------
Dairy and poultry products:								
Wholesalers	4	1,279	119	118,845	118,845	-------	-------	-------
Dairy and other products (commodity breakdown given):								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	(x)	-------
Grocery and provision trade	103	72,822	5,733	5,688,921	1,689,446	2,562,281	5,400	1,431,794
Wholesalers	94	66,424	4,725	4,681,215	1,685,446	2,304,281	5,400	686,088
Brokers and agents	9	6,398	1,008	1,007,706	4,000	258,000	-------	745,706

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
IDAHO								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
State summary, total	14	-------	1,595	1,534,360	1,093,014	136,019	20,179	285,148
Dairy products:								
Assemblers	1	(x)	(x)	----------	----------	----------	----------	----------
Dairy and poultry products:								
Assemblers	2	(x)	(x)	(x)	(x)	(x)	(x)	----------
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade	10	5,772	621	621,422	(x)	136,019	----------	(x)
ILLINOIS								
State summary, total	362	-------	150,023	148,496,769	101,649,855	34,021,337	1,129,355	11,696,222
Dairy products:								
Assemblers	4	643	625	604,476	175,520	1,145	400,488	27,323
Wholesalers	17	36,950	36,685	36,360,568	31,544,593	4,533,346	237,521	45,108
Manufacturers' sales branches	3	15,276	14,436	14,436,025	----------	9,203,131	----------	5,232,894
Brokers and agents	2	(x)	(x)	(x)	----------	----------	----------	(x)
All other types	1	(x)	(x)	----------	----------	----------	----------	----------
Dairy and poultry products:								
Assemblers	6	2,646	1,518	1,512,515	1,017,494	227,240	267,781	----------
Wholesalers	63	82,164	41,163	40,966,813	40,223,636	698,660	26,867	17,650
Manufacturers' sales branches	6	4,395	1,448	1,429,519	1,337,027	73,055	19,437	----------
Brokers and agents	4	6,425	3,953	3,952,920	3,952,920	----------	----------	----------
All other types	2	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and other products:								
Wholesalers	15	24,937	12,033	11,916,299	7,339,030	4,577,269	----------	----------
Manufacturers' sales branches	3	5,080	3,737	3,710,563	----------	2,503,114	----------	1,207,449
Brokers and agents	1	(x)	(x)	(x)	----------	(x)	----------	----------
Grocery and provision trade	235	635,888	32,780	32,029,167	14,938,989	12,041,956	174,209	4,874,013
Wholesalers	230	624,534	32,357	31,605,987	14,938,989	12,016,276	124,209	4,526,513
Brokers and agents	5	11,354	423	423,180	----------	25,680	50,000	347,500
INDIANA								
State summary, total	107	-------	8,094	7,718,267	4,733,752	1,337,773	299,022	1,347,720
Dairy products:								
Assemblers	2	(x)	(x)	(x)	(x)	----------	----------	----------
Wholesalers	5	1,228	1,100	916,275	691,467	2,851	221,957	----------
Manufacturers' sales branches	3	668	664	664,406	220,050	----------	----------	444,356
Brokers and agents	1	(x)	(x)	(x)	(x)	----------	----------	----------
Dairy and poultry products:								
Wholesalers	10	3,027	868	868,158	834,587	33,571	----------	----------
Manufacturers' sales branches	4	3,874	2,195	2,157,770	2,066,237	89,136	----------	2,397
Dairy and other products:								
Assembers	1	(x)	(x)	(x)	----------	----------	(x)	----------
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Manufacturers' sales branches	2	(x)	(x)	(x)	----------	----------	----------	(x)
All other types	1	(x)	(x)	(x)	(x)	----------	(x)	----------
Grocery and provision trades	76	46,557	2,635	2,521,466	764,855	935,674	40,777	780,160
Wholesalers	71	45,192	2,548	2,434,099	764,855	915,670	38,000	715,574
Brokers and agents	5	1,365	87	87,367	----------	20,004	2,777	64,586

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
IOWA								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
State summary, total	156	-------	25, 727	24, 156, 884	19, 678, 026	2, 456, 454	335, 262	1, 687, 142
Dairy products:								
Assemblers	1	(x)	(x)	(x)	(x)	----------	(x)	----------
Wholesalers	4	523	523	463, 614	462, 614	1, 000	----------	----------
All other types	2	(x)	(x)	(x)	(x)	(x)	(x)	----------
Dairy and poultry products:								
Assemblers	16	11, 982	4, 032	3, 984, 602	3, 962, 418	----------	16, 043	6, 141
Wholesalers	7	3, 739	1, 647	1, 646, 639	875, 617	627, 651	135, 974	7, 397
Manufacturers' sales branches	12	11, 036	5, 732	5, 205, 893	5, 117, 674	50, 948	6, 650	30, 621
All other types	1	(x)	(x)	(x)	(x)	----------	(x)	(x)
Dairy and other products (commodity breakdown given):								
Assemblers	1	(x)	(x)	(x)	----------	----------	(x)	----------
Wholesalers	3	492	340	309, 980	131, 252	173, 065	5, 663	----------
Manufacturers' sales branches	4	205	156	155, 806	----------	----------	----------	155, 806
Grocery and provision trade	105	93, 750	4, 461	4, 052, 998	949, 127	1, 600, 790	20, 650	1, 482, 431
Wholesalers	96	88, 683	4, 257	3, 855, 576	949, 127	1, 594, 790	20, 650	1, 291, 009
Brokers and agents	9	5, 067	204	197, 422	----------	6, 000	----------	191, 422
KANSAS								
State summary, total	85	-------	9, 900	9, 230, 318	6, 008, 624	2, 063, 269	184, 330	974, 095
Dairy products:								
Assemblers	1	(x)	(x)	----------	----------	----------	----------	----------
Wholesalers	2	(x)	(x)	----------	----------	----------	----------	----------
Manufacturers' sales branches	3	200	192	48, 680	47, 216	----------	1, 464	----------
Dairy and poultry products:								
Assemblers	4	309	81	52, 079	39, 423	3, 356	9, 300	----------
Wholesalers	9	2, 419	171	170, 756	40, 838	17, 051	112, 867	----------
Manufacturers' sales branches	4	5, 869	2, 701	2, 686, 770	2, 681, 729	1, 609	----------	3, 432
All other types	2	(x)	(x)	(x)	(x)	----------	----------	(x)
Dairy and other products:								
Wholesalers	3	236	113	104, 364	89, 344	20	15, 000	----------
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade	56	93, 874	3, 864	3, 843, 445	930, 760	2, 041, 233	45, 699	825, 753
Wholesalers	53	88, 834	3, 633	3, 612, 060	930, 760	2, 041, 233	45, 699	594, 368
Brokers and agents	3	5, 040	231	231, 385	----------	----------	----------	231, 385
KENTUCKY								
State summary, total	64	-------	4, 276	3, 963, 382	1, 045, 774	903, 651	104, 649	1, 909, 308
Dairy products:								
Assemblers	2	(x)	(x)	(x)	----------	----------	(x)	----------
Wholesalers	3	200	200	----------	----------	----------	----------	----------
Manufacturers' sales branches	5	425	414	332, 214	49, 927	736	1, 212	280, 339

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
KENTUCKY—Continued								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy and poultry products:								
Wholesalers	5	1,055	31	30,531	19,475	11,056	----------	----------
Manufacturers' sales branches	2	(x)	(x)	(x)	(x)	----------	(x)	(x)
Dairy and other products:								
Wholesalers	5	434	229	202,044	3,100	181,323	17,621	----------
Manufacturers' sales branches	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	40	33,190	2,202	2,201,647	282,032	315,001	15,000	1,589,614
LOUISIANA								
State summary, total	65	-------	7,612	7,575,858	2,090,935	1,350,623	98,410	4,035,890
Dairy products:								
Wholesalers	2	(x)	(x)	----------	----------	----------	----------	----------
Manufacturers' sales branches	4	1,659	1,632	1,632,150	----------	----------	----------	1,632,150
Grocery and provision trade	59	52,689	5,961	5,943,708	2,090,935	1,350,623	98,410	2,403,740
MAINE								
State summary, total	56	-------	4,206	4,117,712	2,689,003	964,013	2,399	462,297
Dairy products:								
Assemblers	1	(x)	(x)	----------	----------	----------	----------	----------
Dairy and other products (commodity breakdown given):								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	(x)	----------	----------
Grocery and provision trade	53	32,396	3,857	3,825,300	2,408,180	952,424	2,399	462,297
MARYLAND								
State summary, total	81	-------	14,182	14,049,912	8,512,382	3,072,113	131,165	2,334,252
Dairy products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Manufacturers' sales branches	3	1,175	1,143	1,143,040	----------	301,965	----------	841,075
Agents and brokers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Dairy and poultry products:								
Wholesalers	13	4,184	1,231	1,230,690	1,122,801	107,889	----------	----------
Dairy and other products (commodity breakdown given):								
Wholesalers	4	1,773	1,068	1,029,492	929,802	89,120	10,570	----------
Agents and brokers	2	(x)	(x)	(x)	----------	(x)	----------	(x)
Grocery and provision trade	56	51,267	4,756	4,662,716	1,574,214	1,880,850	120,595	1,087,057
Wholesalers	52	48,694	4,348	4,254,451	1,574,214	1,532,585	120,595	1,027,057
Agents and brokers	4	2,573	408	408,265	----------	348,265	----------	60,000

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
MASSACHUSETTS								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
State summary, total	244	------	61,165	59,877,318	43,518,369	8,343,417	1,767,411	6,248,121
Dairy products:								
Assemblers	1	(x)	(x)	(x)	(x)	------	(x)	------
Wholesalers	10	13,741	13,360	13,147,549	11,956,265	856,567	321,012	13,705
Manufacturers' sales branches	4	4,866	4,517	4,517,546	------	1,620,235	------	2,897,311
Brokers and agents	5	2,936	2,896	2,308,749	1,469,943	655,548	------	183,258
Dairy and poultry products:								
Wholesalers	35	36,613	15,745	15,646,486	13,708,376	1,728,516	201,164	8,430
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	(x)	------	------
Brokers and agents	2	(x)	(x)	(x)	(x)	(x)	------	------
Dairy and other products:								
Wholesalers	8	11,455	6,019	6,018,647	5,653,228	282,807	------	82,612
Manufacturers' sales branches	1	(x)	(x)	(x)	------	(x)	------	------
All other types	2	(x)	(x)	------	------	------	------	------
Grocery and provision trade	175	182,205	17,105	16,996,772	9,751,795	3,025,827	1,156,345	3,062,805
Wholesalers	172	177,492	15,575	15,466,557	9,751,795	3,021,827	1,156,345	1,536,590
Brokers and agents	3	4,713	1,530	1,530,215	------	4,000	------	1,526,215
MICHIGAN								
State summary, total	190	------	30,008	29,304,605	19,583,901	7,565,582	52,740	2,102,382
Dairy products:								
Assemblers	2	(x)	(x)	------	------	------	------	------
Wholesalers	9	1,809	1,791	1,609,092	1,157,659	451,433	------	------
Manufacturers' sales branches	2	(x)	(x)	(x)	------	(x)	------	------
Dairy and poultry products:								
Assemblers	1	(x)	(x)	(x)	------	------	(x)	------
Wholesalers	24	25,206	11,241	11,146,837	10,156,838	988,795	1,204	------
Manufacturers' sales branches	3	2,708	1,733	1,575,670	1,536,166	39,504	------	------
Dairy and other products:								
Wholesalers	9	4,711	2,736	2,736,569	907,898	1,826,218	2,453	------
Manufacturers' sales branches	1	(x)	(x)	(x)	------	------	------	(x)
Grocery and provision trade	139	112,318	9,871	9,705,989	5,825,340	2,186,466	27,955	1,666,228
Wholesalers	135	110,424	9,591	9,425,764	5,825,340	2,171,536	27,955	1,400,933
Brokers and agents	4	1,894	280	280,225	------	14,930	------	265,295
MINNESOTA								
State summary, total	110	------	62,840	57,787,290	47,175,755	3,011,951	3,524,819	4,074,765
Dairy products:								
Assemblers	6	48,134	47,082	42,703,269	38,334,463	169,607	2,816,049	1,383,150
Wholesalers	4	4,208	3,985	3,491,419	1,946,696	865,591	670,443	8,689
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	------	(x)	(x)
Brokers and agents	1	(x)	(x)	(x)	------	------	------	(x)
All other types	1	(x)	(x)	(x)	(x)	------	------	(x)

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
MINNESOTA—Continued								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy and poultry products:								
Assemblers	5	1,874	394	344,197	302,601	5,049	33,832	2,715
Wholesalers	11	3,796	1,803	1,782,293	1,685,579	96,374	336	4
Dairy and other products (commodity breakdown given):								
Wholesalers	1	(x)	(x)	(x)	----------	(x)	----------	----------
Grocery and provision trade	80	102,165	6,289	6,180,100	2,283,171	1,871,945	3,725	2,021,259
Wholesalers	76	97,002	5,560	5,451,100	2,283,171	1,871,945	3,725	1,292,259
Brokers and agents	4	5,163	729	729,000	----------	----------	----------	729,000
MISSISSIPPI								
State summary, total	58	-------	4,194	4,107,473	1,662,794	1,809,472	44,030	591,177
Dairy products:								
Manufacturers' sales branches	7	664	657	654,672	453,552	----------	----------	201,120
Dairy and poultry products:								
Assemblers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	(x)	(x)	----------
Grocery and provision trade	49	30,930	3,226	3,142,212	1,069,462	1,644,876	37,817	390,057
MISSOURI								
State summary, total	171	-------	18,801	18,127,302	7,776,119	2,750,919	173,336	7,426,928
Dairy products:								
Wholesalers	5	1,229	1,229	1,159,949	828,803	10,022	----------	321,124
Manufacturers' sales branches	6	3,200	3,200	3,182,416	6,141	39,281	9,275	3,127,719
Brokers and agents	1	(x)	(x)	(x)	----------	----------	----------	(x)
All other types	2	(x)	(x)	(x)	(x)	(x)	(x)	----------
Dairy and poultry products:								
Assemblers	4	206	12	11,900	----------	----------	11,900	----------
Wholesalers	24	15,704	1,757	1,721,722	1,256,988	405,770	58,964	----------
Manufacturers' sales branches	7	7,445	4,218	3,842,219	3,515,658	326,019	542	----------
Dairy and other products:								
Wholesalers	7	3,241	1,375	1,375,157	876,798	498,359	----------	----------
Manufacturers' sales branches	3	662	538	537,818	17,505	----------	----------	520,313
All other types	1	(x)	(x)	(x)	----------	----------	(x)	----------
Grocery and provision trade	111	97,004	5,609	5,521,920	1,249,278	1,471,463	91,207	2,709,972
Wholesalers	104	84,798	5,059	4,972,350	1,249,278	1,378,143	91,207	2,253,722
Brokers and agents	7	12,206	550	549,570	----------	93,320	----------	456,250

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
MONTANA								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
State summary, total	37	-------	1,561	1,036,567	368,749	252,155	-------	415,663
Dairy and other products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	-------	-------	-------	(x)
Wholesalers	1	(x)	(x)	(x)	(x)	-------	-------	-------
Grocery and provision trade	35	18,729	1,422	897,597	357,602	252,155	-------	287,840
Wholesalers	30	15,827	1,157	632,788	357,602	252,155	-------	23,031
Brokers and agents	5	2,902	265	264,809	-------	-------	-------	264,809
NEBRASKA								
State summary, total	77	-------	18,381	16,779,018	13,238,363	2,113,295	424,215	1,003,145
Dairy products:								
Assemblers	1	(x)	(x)	(x)	(x)	(x)	(x)	-------
Wholesalers	3	414	412	346,744	14,292	288,222	44,230	-------
All other types	2	(x)	(x)	(x)	(x)	(x)	(x)	-------
Dairy and poultry products:								
Assemblers	12	5,534	905	603,401	539,708	53,364	8,642	1,687
Wholesalers	9	6,462	2,618	1,599,210	1,451,526	77,118	70,566	-------
Manufacturers' sales Branches	3	3,022	1,618	1,615,340	1,546,226	63,611	1,704	3,799
Dairy and other products:								
Wholesalers	4	741	402	401,847	326,386	75,461	-------	-------
Manufacturers' sales branches	2	(x)	(x)	(x)	(x)	-------	-------	(x)
Grocery and provision trade	41	70,016	2,968	2,931,128	591,543	1,447,150	93,860	798,575
Wholesalers	34	63,122	2,508	2,470,541	562,543	1,404,950	7,000	496,048
Broker and agents	7	6,894	460	460,587	29,000	42,200	86,860	302,527
NEVADA								
State summary, total	4	-------	176	145,076	14,560	35,516	-------	95,000
Dairy products:								
Wholesalers	1	(x)	(x)	-------	-------	-------	-------	-------
Grocery and provision trade	3	(x)	(x)	(x)	(x)	(x)	-------	(x)
NEW HAMPSHIRE								
State summary, total	43	-------	2,378	2,110,884	1,530,721	311,095	-------	269,068
Dairy products:								
Wholesalers	3	(x)	(x)	(x)	-------	-------	-------	(x)
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	-------	(x)	-------	-------
Grocery and provision trade	39	17,875	2,072	2,067,516	1,530,721	290,906	-------	245,889

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
NEW JERSEY								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
State summary, total	123	-------	23,838	22,431,169	16,087,398	4,361,038	336,025	1,646,708
Dairy products:								
Assemblers	1	(x)	(x)	-------	-------	-------	-------	-------
Wholesalers	5	803	798	474,240	57,900	347,140	-------	69,200
Manufacturers' sales branches	1	(x)	(x)	(x)	-------	-------	(x)	(x)
Dairy and poultry products:								
Wholesalers	25	14,549	7,768	7,471,230	5,736,545	1,461,806	66,659	206,220
Dairy and other products:								
Wholesalers	7	4,595	1,520	1,359,784	1,004,478	350,306	-------	5,000
Grocery and provision trade	84	140,188	13,203	13,123,815	9,288,475	2,201,786	267,707	1,365,847
NEW MEXICO								
State summary, total	6	-------	236	145,455	77,713	25,789	-------	41,953
Grocery and provision trade	6	4,251	236	145,455	77,713	25,789	-------	41,953
NEW YORK								
State summary, total	953	-------	273,876	266,009,794	163,462,402	63,183,037	6,151,977	33,212,378
Dairy products:								
Assemblers	4	1,283	1,283	-------	-------	-------	-------	-------
Wholesalers	78	57,088	55,990	51,892,130	37,087,359	13,190,422	1,323,494	290,855
Manufacturers' sales branches	14	41,309	39,002	37,442,248	1,064,328	13,673,759	230,970	22,473,191
Brokers and agents	5	3,080	3,080	3,079,808	-------	3,079,808	-------	-------
All other types	16	6,892	6,845	6,845,367	256,368	4,820,143	-------	1,768,856
Dairy and poultry products:								
Wholesalers	243	174,150	93,324	93,134,040	89,231,567	3,806,259	91,014	5,200
Manufacturers' sales branches	1	(x)	(x)	(x)	-------	(x)	-------	-------
Brokers and agents	3	3,651	2,150	2,150,500	2,150,500	-------	-------	-------
All other types	1	(x)	(x)	(x)	(x)	(x)	(x)	-------
Dairy and other products:								
Assemblers	1	(x)	(x)	(x)	-------	-------	(x)	-------
Wholesalers	34	18,962	8,673	8,489,150	4,315,449	3,951,651	167,064	54,986
Manufacturers' sales branches	7	3,624	1,981	1,929,276	1,018,433	165,592	-------	745,251
Brokers and agents	3	1,414	1,004	978,328	40,000	52,800	-------	885,528
All other types	8	4,432	3,533	3,533,543	100,000	3,433,543	-------	-------
Grocery and provision trade	535	623,619	56,557	56,084,691	28,136,198	16,652,375	4,307,607	6,988,511
Wholesalers	512	614,227	55,778	55,305,220	28,135,028	16,382,895	4,303,145	6,484,152
Brokers and agents	23	9,392	779	779,471	1,170	269,480	4,462	504,359

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
NORTH CAROLINA								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
State summary, total	128	------	5,462	4,376,162	1,141,733	1,571,953	4,000	1,658,476
Dairy products:								
Manufacturers' sales branches	2	(x)	(x)	(x)	------	------	------	(x)
Brokers and agents	1	(x)	(x)	(x)	------	------	------	(x)
All other types	1	(x)	(x)	------	------	------	------	------
Dairy and poultry products:								
Assembler	1	(x)	(x)	(x)	(x)	------	------	------
Dairy and other products:								
Wholesalers	7	604	493	------	------	------	------	------
All other types	7	587	491	------	------	------	------	------
Grocery and provision trade	109	44,304	3,592	3,535,346	1,126,433	1,571,953	4,000	832,960
Wholesalers	105	43,303	3,267	3,210,631	1,126,433	1,548,738	4,000	531,460
Brokers and agents	4	1,001	325	324,715	------	23,215	------	301,500
NORTH DAKOTA								
State summary, total	34	------	2,986	2,842,750	2,001,934	327,284	148,405	365,127
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	------	(x)	------
Dairy and poultry products:								
Assemblers	1	(x)	(x)	(x)	------	------	(x)	------
Wholesalers	3	826	77	66,741	45,204	10,894	10,643	------
Manufacturers' sales branches	3	297	123	113,277	86,472	------	------	26,805
Dairy and other products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	------	------	------	(x)
Grocery and provision trade	25	14,344	854	731,578	120,882	316,390	2,500	291,806
OHIO								
State summary, total	283	------	43,917	39,020,480	16,103,271	8,235,406	1,620,388	13,061,415
Dairy products:								
Assemblers	3	352	352	------	------	------	------	------
Wholesalers	18	5,638	5,293	4,315,491	2,885,759	1,338,552	55,980	35,200
Manufacturers' sales branches	8	10,506	10,431	8,315,393	------	1,237,290	931,863	6,146,240
Brokers and agents	1	(x)	(x)	(x)	------	------	(x)	(x)
All other types	3	430	430	265,281	217,089	23,192	25,000	------
Dairy and poultry products:								
Assemblers	5	1,048	47	47,289	------	------	47,289	------
Wholesalers	25	15,647	6,859	6,803,912	6,097,411	689,363	17,138	------
Manufacturers' sales branches	2	(x)	(x)	(x)	(x)	(x)	(x)	------
Brokers and agents	1	(x)	(x)	(x)	(x)	(x)	------	------
All other types	1	(x)	(x)	(x)	(x)	------	------	------
Dairy and other products:								
Wholesalers	9	4,678	2,654	2,654,346	1,883,836	757,906	------	12,604
Manufacturers' sales branches	7	1,112	846	731,687	------	------	------	731,687
Brokers and agents	2	(x)	(x)	(x)	------	------	------	(x)
Grocery and other provision trade	198	182,693	13,811	12,812,022	3,512,133	3,884,337	535,327	4,880,225
Wholesalers	184	162,972	10,790	9,791,559	3,512,133	3,496,937	190,096	2,592,393
Brokers and agents	14	19,721	3,021	3,020,463	------	387,400	345,231	2,287,832

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
OKLAHOMA								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
State summary, total	90	-------	11, 503	11, 251, 149	8, 083, 572	871, 382	86, 396	2, 209, 799
Dairy products:								
Wholesalers	6	1, 947	1, 919	1, 788, 893	1, 774, 401	1, 078	13, 414	----------
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	----------	----------	----------
Dairy and poultry products:								
Assemblers	5	1, 031	104	103, 907	45, 632	12, 619	45, 656	----------
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Manufacturers' sales branches	3	6, 296	3, 664	3, 651, 746	3, 636, 089	3, 774	----------	11, 883
All other types	2	(x)	(x)	(x)	(x)	----------	----------	(x)
Dairy and other products:								
Wholesalers	3	300	39	10, 567	9, 167	----------	1, 400	----------
Manufacturers' sales branches	3	275	223	223, 556	18, 692	----------	----------	204, 864
Grocery and provision trade	65	56, 378	3, 753	3, 731, 226	866, 737	853, 811	25, 926	1, 984, 752
Wholesalers	62	49, 711	2, 642	2, 620, 035	866, 737	853, 811	25, 926	873, 561
Brokers and agents	3	6, 667	1, 111	1, 111, 191	----------	----------	----------	1, 111, 191
OREGON								
State summary, total	49	-------	8, 124	8, 061, 800	2, 831, 052	1, 647, 318	199, 850	3, 383, 580
Dairy products:								
Manufacturers' sales branches	3	1, 669	1, 640	1, 640, 279	221, 553	432, 473	519	985, 734
All other types	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products:								
Wholesalers	4	316	65	65, 251	52, 905	11, 605	741	----------
Manufacturers' sales branches	2	(x)	(x)	(x)	(x)	----------	(x)	----------
Dairy and other products:								
Wholesalers	3	772	564	561, 095	68, 091	493, 004	----------	----------
Grocery and provision trade	36	42, 670	5, 488	5, 487, 830	2, 214, 598	708, 794	168, 049	2, 396, 389
Wholesalers	31	35, 152	4, 409	4, 409, 372	2, 214, 598	708, 143	168, 049	1, 318, 582
Brokers and agents	5	7, 518	1, 079	1, 078, 458	----------	651	----------	1, 077, 807
PENNSYLVANIA								
State summary, total	515	-------	83, 679	78, 982, 917	45, 729, 934	17, 150, 447	958, 725	15, 143, 811
Dairy products:								
Assemblers	5	505	505	81, 238	81, 238	----------	----------	----------
Wholesalers	21	8, 168	8, 077	5, 013, 919	3, 190, 803	1, 515, 667	307, 449	----------
Manufacturers' sales branches	12	12, 189	11, 869	11, 583, 201	5, 638	3, 734, 676	72, 088	7, 770, 799
Agents and brokers	1	(x)	(x)	(x)	----------	(x)	----------	----------
Dairy and poultry products:								
Wholesalers	88	49, 695	23, 731	23, 509, 371	20, 552, 916	2, 809, 653	34, 480	112, 322
Manufacturers' sales branches	3	4, 100	2, 129	2, 111, 909	1, 929, 220	182, 689	----------	----------
Agents and brokers	2	(x)	(x)	(x)	(x)	----------	----------	(x)

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
PENNSYLVANIA—Continued								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy and other products (commodity breakdown given):								
Assemblers	1	(x)	(x)					
Wholesalers	14	3,070	1,531	1,437,680	870,617	554,961	2,000	10,102
Manufacturers' sales branches	2	(x)	(x)	(x)		(x)		
Agents and brokers	4	3,683	2,672	2,670,297				2,670,297
Grocery and provision trade	362	312,805	31,594	31,207,394	18,032,453	8,074,857	542,708	4,557,376
Wholesalers	352	298,404	30,578	30,191,013	18,032,453	8,060,248	542,708	3,555,604
Agents and brokers	10	14,401	1,016	1,016,381		14,609		1,001,772
RHODE ISLAND								
State summary, total	47		6,494	6,494,021	5,480,443	709,579	7,878	296,121
Dairy and poultry products:								
Wholesalers	6	2,399	732	732,338	695,679	36,659		
Brokers and agents	1	(x)	(x)	(x)	(x)	(x)		
Dairy and other products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	38	30,429	4,329	4,329,593	3,550,865	474,729	7,878	296,121
SOUTH CAROLINA								
State summary, total	42		2,307	2,070,352	749,871	903,288	1,100	416,093
Dairy products:								
Manufacturing sales branches	1	(x)	(x)	(x)				(x)
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)		
Manufacturing sales branches	1	(x)	(x)	(x)				(x)
Dairy and other products:								
Wholesalers	2	(x)	(x)					
All other types	1	(x)	(x)					
Grocery and provision trade	35	20,274	1,817	1,714,526	669,946	832,878	1,100	210,602
SOUTH DAKOTA								
State summary, total	31		1,396	1,143,329	725,613	229,948	11,380	176,388
Dairy products:								
Wholesalers	2	(x)	(x)					
Dairy and poultry products:								
Assemblers	1	(x)	(x)	(x)			(x)	
Wholesalers	3	1,407	3	3,023	3,023			
Manufacturing sales branches	1	(x)	(x)	(x)	(x)			
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)		(x)		
Manufacturing sales branches	1	(x)	(x)	(x)				(x)
Grocery and provision trade	22	10,948	544	449,977	68,769	226,516		154,692
Wholesalers	19	8,596	370	276,525	68,769	107,225		100,531
Brokers and agents	3	2,352	174	173,452		119,291		54,161

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
TENNESSEE								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
State summary, total	117	-------	9,554	9,255,238	2,347,043	1,974,806	200,863	4,732,526
Dairy products:								
Assemblers	3	256	256	500	----------	----------	500	----------
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Manufacturers' sales branches	5	3,952	3,926	3,925,969	----------	----------	----------	3,925,969
Dairy and poultry products:								
Assemblers	2	(x)	(x)	(x)	(x)	----------	----------	----------
Wholesalers	13	5,793	567	565,494	565,494	----------	----------	----------
Manufacturers' sales branches	2	(x)	(x)	(x)	(x)	(x)	(x)	----------
Dairy and other products:								
Assemblers	1	(x)	(x)	(x)	----------	----------	(x)	----------
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade	89	89,659	4,321	4,282,617	1,304,239	1,974,729	197,092	806,557
Wholesalers	83	82,560	4,082	4,043,117	1,294,239	1,889,729	197,092	662,057
Brokers and agents	6	7,099	239	239,500	10,000	85,000	----------	144,500
TEXAS								
State summary, total	327	-------	24,070	22,603,428	8,248,319	7,148,333	171,476	7,035,300
Dairy products:								
Assemblers	2	(x)	(x)	----------	----------	----------	----------	----------
Wholesalers	5	494	477	301,971	29,833	----------	----------	272,138
Manufacturers' sales branches	16	1,873	1,784	1,671,483	325,985	----------	7,193	1,338,305
All other types	5	3,212	3,093	2,798,349	2,742,107	22,390	----------	33,852
Dairy and poultry products:								
Assemblers	10	1,262	19	19,221	4,821	----------	14,400	----------
Wholesalers	24	11,031	1,849	1,243,075	1,029,398	195,677	18,000	----------
Manufacturers' sales branches	3	4,142	2,470	2,373,001	1,649,408	718,098	----------	5,495
Dairy and other products:								
Wholesalers	3	610	368	361,452	282,200	79,252	----------	----------
Manufacturers' sales branches	3	2,983	2,479	2,427,444	1,752	2,187,357	674	237,661
Brokers and agents	3	1,288	788	788,552	----------	----------	----------	788,552
Grocery and provision trade	253	188,099	10,716	10,618,880	2,182,815	3,945,559	131,209	4,359,297
Wholesalers	241	176,407	9,467	9,370,126	2,161,815	3,682,655	119,069	3,406,587
Brokers and agents	12	11,692	1,249	1,248,754	21,000	262,904	12,140	952,710
UTAH								
State summary, total	19	-------	1,418	1,417,147	245,811	232,279	----------	939,057
Dairy and poultry products:								
Wholesaler	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade	17	17,835	1,261	1,259,933	239,181	229,779	----------	790,973

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS.—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
VERMONT								
State summary, total	24	-------	*Thousands of dollars* 4,180	*Dollars* 1,409,640	*Dollars* 740,571	*Dollars* 159,808	*Dollars* 476,316	*Dollars* 32,945
Dairy products:								
Assemblers	10	(x)	(x)	(x)	(x)	(x)	(x)	---------
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	---------	---------	---------
Grocery and provision trade	13	8,025	770	770,314	586,409	150,960	---------	32,945
VIRGINIA								
State summary, total	115	-------	9,620	9,410,971	3,668,087	3,202,036	218,122	2,322,726
Dairy products:								
Wholesalers	2	(x)	(x)	(x)	(x)	---------	(x)	(x)
Manufacturers' sales branches	2	(x)	(x)	(x)	---------	---------	---------	(x)
All other types	1	(x)	(x)	(x)	(x)	---------	(x)	---------
Dairy and poultry products:								
Assemblers	1	(x)	(x)	(x)	(x)	---------	---------	---------
Wholesalers	8	2,783	605	599,996	518,149	81,847	---------	---------
Dairy and other products (commodity breakdown given):								
Wholesalers	8	1,539	540	500,919	354,119	139,175	---------	7,625
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	---------	---------	---------
Grocery and provision trade	92	84,410	7,497	7,492,954	2,603,606	2,981,014	104,146	1,804,188
Wholesalers	82	76,387	6,820	6,815,926	2,543,606	2,609,611	104,146	1,558,563
Brokers and agents	10	8,023	677	677,028	60,000	371,403	---------	245,625
WASHINGTON								
State summary, total	102	-------	20,390	19,540,149	6,747,954	2,949,757	959,160	8,883,278
Dairy products:								
Wholesalers	2	(x)	(x)	(x)	(x)	---------	(x)	---------
Manufacturers' sales branches	5	6,609	6,504	6,022,405	301,325	190,422	---------	5,530,658
Dairy and poultry products:								
Wholesalers	15	6,125	3,624	3,600,547	2,669,381	777,855	---------	153,311
Brokers and agents	1	(x)	(x)	(x)	(x)	(x)	---------	---------
Dairy and other products:								
Wholesalers	8	3,650	2,027	2,027,571	1,335,697	651,122	38,361	2,391
Manufacturers' sales branches	2	(x)	(x)	(x)	---------	(x)	---------	(x)
Brokers and agents	1	(x)	(x)	(x)	---------	---------	---------	(x)
Grocery and provision trade	68	77,387	7,069	7,006,866	2,027,329	1,232,896	856,568	2,890,073
Wholesalers	64	72,451	6,533	6,471,151	2,027,329	1,151,147	856,568	2,436,107
Brokers and agents	4	4,936	536	535,715	---------	81,749	---------	453,966

See footnote at end of table.

TABLE 2B.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS [1] AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS, BY STATES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTION	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
WEST VIRGINIA								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
State summary, total	84	-------	6,174	5,399,634	1,719,505	1,168,314	155,280	2,356,535
Dairy products:								
Wholesaler	1	(x)	(x)	----------	----------	----------	----------	----------
Manufacturers' sales branches	5	656	631	557,277	42,795	----------	118,685	395,797
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Manufacturers' sales branches	4	631	447	17,306	----------	----------	17,306	----------
Grocery and provision trade	72	50,510	4,891	4,768,856	1,620,515	1,168,314	19,289	1,960,738
Wholesalers	66	47,332	4,585	4,462,651	1,620,515	1,151,414	19,289	1,671,433
Brokers and agents	6	3,178	306	306,205	----------	16,900	----------	289,305
WISCONSIN								
State summary, total	208	-------	81,846	81,207,599	6,044,371	68,562,565	2,572,339	4,028,324
Dairy products:								
Assemblers	45	19,392	19,375	18,860,667	296,479	17,524,916	960,546	78,726
Wholesalers	29	33,461	38,286	38,233,030	991,835	37,101,927	139,268	----------
Manufacturers' sales branches	2	(x)	(x)	(x)	(x)	(x)	(x)	(x)
All other types	2	(x)	(x)	(x)	----------	(x)	----------	----------
Dairy and poultry products:								
Wholesalers	14	16,570	12,881	12,867,174	1,268,803	11,583,495	7,584	7,292
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	----------	----------	----------
Dairy and other products (commodity breakdown given):								
Wholesalers	5	1,235	416	415,762	192,961	222,801	----------	----------
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade	109	103,015	6,251	6,208,735	2,825,497	1,245,728	18,900	2,118,610
Wholesalers	103	97,332	4,987	4,945,024	2,825,497	1,244,728	18,900	855,899
Brokers and agents	6	5,683	1,264	1,263,711	----------	1,000	----------	1,262,711
WYOMING								
State summary, total	13	-------	357	269,494	81,587	44,086	----------	143,821
Dairy products:								
Assemblers	1	(x)	(x)	----------	----------	----------	----------	----------
Wholesalers	1	(x)	(x)	----------	----------	----------	----------	----------
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	----------	(x)	----------	----------
Grocery and provision trade	8	4,203	159	159,119	5,000	10,298	----------	143,821

[1] Data in this table do not include the following: Cream stations and milk dealers.

TABLE 3.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS AND OTHER COMMODITIES WHO DID NOT REPORT SEPARATELY THE VALUE OF DAIRY PRODUCTS SOLD—UNITED STATES SUMMARY, BY STATES

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

STATE	DAIRY AND POULTRY PRODUCTS						DAIRY AND OTHER PRODUCTS						GROCERY AND PROVISION TRADE			
	Assemblers		Wholesalers		All other types		Assemblers		Wholesalers		All other types		Wholesalers		All other types	
	Number	Sales	Number	Sales	Number	Sales	Number	Sales	Number	Sales	Number	Sales	Number	Sales	Number	Sales
		Dollars		*Dollars*		*Dollars*		*Dollars*		*Dollars*		*Dollars*		*Dollars*		*Dollars*
United States, total	1,329	80,573,410	81	27,885,013	10	2,290,285	776	63,370,295	150	28,852,837	10	3,342,453	436	219,028,601	23	19,332,894
Alabama	5	41,361					2	(x)					2	(x)		
Arizona					1	(x)			2	(x)						
Arkansas	18	709,681					29	1,463,528	1	(x)			1	(x)		
California	2	(x)	1	(x)					8	2,864,554			10	5,560,012		
Colorado	2	(x)	1	(x)			9	558,532	2	(x)			21	4,485,281		
Connecticut	2	(x)					1	(x)	1	(x)			5	2,026,555		
Delaware													1	(x)		
District of Columbia																
Florida			1	(x)			1	(x)	1	(x)			6	5,553,335	1	(x)
Georgia	16	141,794					15	307,739			1	(x)	11	3,266,982	3	3,500,000
Idaho	9	580,683											3	2,893,858		
Illinois	120	4,984,146	8	2,182,955	3	382,046	31	2,520,624	13	2,511,530	1	(x)	15	6,560,919		
Indiana	42	2,921,332	2	(x)			14	1,767,713	7	583,185	1	(x)	8	3,701,038		
Iowa	313	18,048,549			1	(x)	98	9,890,264					7	2,330,151	2	(x)
Kansas	109	5,679,599	5	3,504,230			25	1,237,963	2	(x)			5	2,814,505		
Kentucky	22	203,262					24	1,714,804	3	141,700			2	(x)		
Louisiana							1	(x)	6	1,996,297			27	11,622,340		
Maine							5	21,719	6	442,550			2	(x)		
Maryland	9	121,806	2	(x)			16	599,826	1	(x)			5	1,535,050		
Massachusetts	12	5,528,925							8	1,087,865			21	8,655,890		
Michigan	29	2,212,996	4	162,632	2	(x)	15	2,369,100	3	288,378	1	(x)	29	15,958,318		
Minnesota	50	2,601,094	2	(x)			42	4,478,474	1	(x)			4	4,172,467	1	(x)
Mississippi	4	33,840					17	864,986					3	1,974,328	1	(x)
Missouri	74	2,838,298			1	(x)	120	14,756,915	1	(x)			7	7,944,072	1	(x)

TABLE 3.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS AND OTHER COMMODITIES WHO DID NOT REPORT SEPARATELY THE VALUE OF DAIRY PRODUCTS SOLD—UNITED STATES SUMMARY, BY STATES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

STATE	DAIRY AND POULTRY PRODUCTS						DAIRY AND OTHER PRODUCTS						GROCERY AND PROVISION TRADE			
	Assemblers		Wholesalers		All other types		Assemblers		Wholesalers		All other types		Wholesalers		All other types	
	Number	Sales	Number	Sales	Number	Sales	Number	Sales	Number	Sales	Number	Sales	Number	Sales	Number	Sales
		Dollars		*Dollars*		*Dollars*		*Dollars*		*Dollars*		*Dollars*		*Dollars*		*Dollars*
Montana	2	(x)											1	(x)		
Nebraska	138	10,489,980	2	(x)	1	(x)	12	1,112,235	2	(x)						
Nevada																
New Hampshire																
New Jersey	4	490,908	7	1,861,293					4	2,359,134			12	3,880,030		
New Mexico	1	(x)					6	458,800					4	811,728	2	(x)
New York	6	764,282	13	4,899,678	1	(x)	8	402,001	29	5,843,303	2	(x)	42	39,225,984	2	(x)
North Carolina	16	175,081					29	1,031,780	3	419,841			13	4,574,997		
North Dakota	11	298,282					6	330,881			1	(x)				
Ohio	69	6,603,907	2	(x)			10	1,809,557	7	1,243,335	1	(x)	18	6,645,963	1	(x)
Oklahoma	55	2,312,936					48	2,471,581	2	(x)	1	(x)	4	1,098,998		
Oregon	2	(x)	1	(x)			1	(x)	2	(x)			5	722,139	1	(x)
Pennsylvania	24	1,156,747	21	6,112,339			18	541,666	12	1,767,192			71	34,446,894	3	5,642,762
Rhode Island													1	(x)		
South Carolina							1	(x)					8	2,070,716	2	(x)
South Dakota	32	2,214,119					18	708,570	2	(x)						
Tennessee	17	506,639					39	2,394,121	1	(x)			1	(x)		
Texas	68	2,973,761	4	507,743			73	6,265,386	7	912,350			27	11,272,715	1	(x)
Utah	1	(x)					1	(x)					3	183,809		
Vermont									1	(x)			1	(x)		
Virginia	23	3,890,797					29	1,025,083	2	(x)			8	2,660,092	1	(x)
Washington	2	(x)					1	(x)	3	585,669			10	5,314,021		
West Virginia	8	53,370	1	(x)			3	9,700					6	3,892,648	1	(x)
Wisconsin	12	1,136,028	4	4,566,225			7	958,815	6	219,959	1	(x)	5	2,872,155		
Wyoming							1	(x)	1	(x)			1	(x)		

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND TYPE OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
				ALABAMA				
ANNISTON		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Grocery and provision trade:								
Wholesalers	7	2,634	173	173,180	45,907	87,170	1,228	38,875
Brokers and agents	1	(x)	(x)	(x)	(x)	(x)		
BESSEMER								
Grocery and provision trade	4	890	15	14,866	2,080	8,137		4,649
BIRMINGHAM								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Grocery and provision trade:								
Wholesalers	20	15,140	1,327	1,317,340	482,820	610,529	15,000	208,991
Brokers and agents	4	1,606	267	267,100	32,000	100		235,000
DOTHAN								
Grocery and provision trade	8	2,642	180	175,701	16,845	140,174		18,682
FLORENCE								
Grocery and provision trade:								
Wholesalers	3	607	34	33,600		13,000	15,000	5,600
Brokers and agents	2	(x)	(x)	(x)		(x)		(x)
GADSDEN								
Grocery and provision trade	4	2,645	130	129,578	31,932	50,504	10,000	37,142
HUNTSVILLE								
Grocery and provision trade	3	1,849	116	114,621	29,561	71,543		13,517
MOBILE								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)				
Grocery and provision trade	9	7,722	833	832,960	389,484	266,820		176,656
MONTGOMERY								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Manufacturing wholesaler	1	(x)	(x)	(x)	(x)		(x)	
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)				(x)
Grocery and provision trade:								
Wholesalers	9	9,798	645	637,925	190,825	343,701	11,900	91,499
Brokers and agents	4	2,116	172	172,047		73,000		99,047

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
ALABAMA—Continued								
SELMA		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	----------	----------	----------	----------
Grocery and provision trade	4	1,655	105	104,899	38,963	59,081	----------	6,855
TUSCALOOSA								
Grocery and provision trade:								
Wholesalers	6	3,071	120	119,934	34,239	28,768	----------	56,927
Brokers and agents	1	(x)	(x)	(x)	----------	(x)	----------	----------
ARIZONA								
PHOENIX								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade:								
Wholesalers	8	8,186	744	744,069	287,884	192,977	----------	263,208
Brokers and agents	2	(x)	(x)	(x)	(x)	(x)	----------	(x)
TUCSON								
Grocery and provision trade	5	2,460	233	232,798	102,238	73,704	----------	56,856
ARKANSAS								
FORT SMITH								
Grocery and provision trade:								
Wholesalers	5	4,654	221	220,898	34,539	73,845	----------	112,514
Brokers and agents	2	(x)	(x)	(x)	----------	(x)	----------	(x)
HOT SPRINGS								
Grocery and provision trade	3	1,075	59	59,000	----------	14,000	----------	45,000
LITTLE ROCK								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade:								
Wholesalers	14	11,392	723	719,511	245,275	304,860	4,000	165,376
Brokers and agents	5	7,981	600	599,732	7,000	87,000	8,000	497,732
PINE BLUFF								
Grocery and provision trade:								
Wholesalers	11	6,595	488	419,295	143,955	139,501	25,000	110,839
Brokers and agents	1	(x)	(x)	(x)	----------	(x)	----------	----------
TEXARKANA								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade	3	2,346	108	108,109	25,032	54,077	----------	29,000

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
CALIFORNIA								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
BAKERSFIELD								
Grocery and provision trade	5	3,010	360	359,950	150,353	56,557	----------	153,040
FRESNO								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	----------	----------	----------	----------	----------
Dairy and other products:								
Wholesalers	1	(x)	(x)	----------	----------	----------	----------	----------
Grocery and provision trade	12	6,691	688	678,375	288,933	317,401	----------	72,041
LONG BEACH								
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	12	4,490	467	467,240	218,291	116,906	----------	132,043
LOS ANGELES								
Dairy products:								
All types	4	12,901	12,284	12,243,894	9,608,831	369,820	1,559,756	705,487
Dairy and poultry products:								
Wholesalers	3	2,901	1,363	1,363,126	1,183,140	179,986	----------	----------
Brokers	3	2,764	1,728	1,728,342	877,046	851,296	----------	----------
Dairy and other products:								
All types	5	4,127	2,971	2,716,832	2,500	1,495,150	----------	1,219,182
Grocery and provision trade:								
Wholesalers	58	96,380	8,165	8,093,318	2,750,493	2,402,120	57,615	2,883,090
Brokers and agents	3	11,936	1,919	1,918,943	----------	24,256	----------	1,894,687
OAKLAND								
Dairy products:								
All types	2	(x)	(x)	(x)	(x)	(x)	----------	(x)
Dairy and poultry products:								
Wholesalers	4	2,528	1,518	1,517,386	1,197,323	294,195	----------	25,868
All other types	2	(x)	(x)	(x)	(x)	(x)	(x)	----------
Dairy and other products:								
Manufacturers' agents	1	(x)	(x)	(x)	----------	(x)	----------	----------
Grocery and provision trade	15	24,261	1,644	1,644,396	479,293	345,424	664,853	154,826
PASADENA								
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade	3	1,246	111	111,061	----------	----------	----------	111,061
SACRAMENTO								
Grocery and provision trade	7	10,059	1,130	1,129,869	331,282	271,556	----------	527,031
SAN BERNARDINO								
Dairy and other products:								
All types	1	(x)	(x)	(x)	(x)	(x)	(x)	----------
Grocery and provision trade	7	3,019	296	295,830	116,745	71,390	----------	107,69

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
CALIFORNIA—Continued								
SAN DIEGO		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	(x)	----------
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	(x)	---------	(x)
Grocery and provision trade	11	10,201	933	925,215	380,220	297,391	44,454	203,150
SAN FRANCISCO								
Dairy products:								
Manufacturers' sales branches	3	5,659	5,039	4,769,853	3,518,116	3,518,116	---------	1,251,737
All other types	5	11,318	11,072	6,722,273	----------	186,445	---------	6,535,828
Dairy and poultry products:								
Wholesalers	10	9,144	1,559	1,413,692	1,194,771	218,921	---------	----------
All other types	4	1,551	1,087	943,517	696,900	243,317	3,300	----------
Dairy and other products:								
All types	4	2,328	1,434	1,433,804	518,701	98,000	---------	817,103
Grocery and provision trade:								
Wholesalers	67	91,710	9,306	9,267,074	2,366,765	2,332,979	357,628	4,209,702
Brokers and agents	2	(x)	(x)	(x)	----------	(x)	---------	(x)
SANTA ANA								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	---------	----------
Grocery and provision trade	6	2,094	232	231,868	58,794	46,578	---------	(x)
STOCKTON								
Dairy and other products:								
Manufacturers' sales agents	1	(x)	(x)	(x)	----------	(x)	---------	----------
Grocery and provision trade	5	2,796	281	281,112	129,423	76,056	---------	75,633
COLORADO								
COLORADO SPRINGS								
Dairy products:								
Wholesalers	4	451	153	153,232	118,169	27,063	8,000	----------
Brokers	1	(x)	(x)	(x)	----------	(x)	---------	----------
Grocery and provision trade	4	1,848	126	125,921	64,227	26,975	---------	34,719
DENVER								
Dairy products:								
Wholesalers	3	1,042	1,007	1,007,061	820,474	106,088	80,449	50
All types	2	(x)	(x)	(x)	----------	----------	---------	(x)
Dairy and poultry products:								
Wholesalers	3	775	27	27,353	3,849	23,504	---------	----------
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	----------	---------	----------
Dairy and other products:								
All types	4	1,323	903	903,168	----------	728,187	---------	174,981
Grocery and provision trade:								
Wholesalers	16	24,473	1,762	1,761,715	293,030	911,703	---------	556,982
Brokers and agents	3	1,547	134	84,960	----------	13,000	---------	71,960

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
COLORADO—Continued								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
GRAND JUNCTION								
Grocery and provision trade	3	1,283	178	177,562	74,248	49,661	----------	53,653
PUEBLO								
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade:								
Wholesalers	3	3,100	310,419	310,419	62,195	73,219	----------	175,005
Brokers and agents	1	(x)	(x)	(x)	----------	----------	----------	(x)
TRINIDAD								
Grocery and provision trade	4	2,592	313,790	313,790	85,841	89,023	----------	138,926
CONNECTICUT								
BRIDGEPORT								
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	21	19,558	1,054	1,053,825	666,016	230,654	2,000	155,155
HARTFORD								
Dairy and poultry products:								
All types	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	12	11,156	1,178	1,177,870	740,064	252,124	----------	185,682
MERIDEN								
Grocery and provision trade	5	3,152	157	156,682	96,008	29,150	----------	31,524
NEW BRITAIN								
Grocery and provision trade	5	2,819	244	243,933	172,019	44,271	----------	27,643
NEW HAVEN								
Dairy and poultry products:								
Wholesalers	5	2,155	1,467	1,467,162	1,295,673	144,749	26,740	----------
Dairy and other products:								
Wholesalers	4	1,828	705	705,156	565,973	139,183	----------	----------
Grocery and provision trade	20	15,757	1,050	1,050,130	532,538	278,894	----------	238,698
NEW LONDON								
Grocery and provision trade	4	2,909	424	340,397	273,800	42,012	----------	24,585
STAMFORD								
Grocery and provision trade	3	1,607	59	59,166	2,000	14,166	----------	43,000
WATERBURY								
Grocery and provision trade	8	8,866	738	738,310	489,645	199,695	----------	48,970

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
DELAWARE								
WILMINGTON		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	5	5,056	838	837,919	655,511	135,126		47,282
FLORIDA								
JACKSONVILLE								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Grocery and provision trade:								
Wholesalers	19	17,502	1,762	1,761,988	902,928	431,273	63,664	364,123
Brokers and agents	2	(x)	(x)	(x)		(x)		(x)
KEY WEST								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Grocery and provision trade	5	1,084	144	144,420	46,948	12,956		84,516
MIAMI								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade:								
Wholesalers	17	12,431	1,323	1,320,075	760,267	207,162	7,516	345,130
Brokers and agents	1	(x)	(x)	(x)				(x)
ORLANDO								
Dairy and poultry products:								
Manufacturers' sale branches	1	(x)	(x)	(x)		(x)	(x)	
Grocery and provision trade	3	1,886	222	221,522	145,492	61,919		14,111
PENSACOLA								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Dairy and other products:								
Brokers	1	(x)	(x)	(x)				(x)
Grocery and provision trade:								
Wholesalers	10	5,880	480	479,928	217,473	139,871		122,584
Brokers and agents	2	(x)	(x)	(x)		(x)		(x)
ST. PETERSBURG								
Grocery and provision trade	4	1,685	277	277,255	169,514	21,041	730	85,970

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
FLORIDA—Continued								
TAMPA		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Grocery and provision trade:								
Wholesalers	27	17,772	2,428	2,427,934	1,332,935	704,335		390,664
Brokers and agents	3	1,435	379	379,136	20,000	20,000		339,136
WEST PALM BEACH								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	6	2,682	215	215,312	134,772	41,600		38,940
GEORGIA								
ATLANTA								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Manufacturers' sales branches	2	(x)	(x)	(x)				(x)
Dairy and poultry products:								
Wholesalers	4	1,279	119	118,845	118,845			
Grocery and provision trade:								
Wholesalers	27	26,432	1,991	1,991,383	629,178	1,004,471	5,400	352,334
Brokers and agents	3	4,771	748	748,033		246,000		502,033
ATHENS								
Grocery and provision trade	4	4,496	116	116,043	200	105,225		10,618
AUGUSTA								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade:								
Wholesalers	11	10,99[illegible]	591	561,123	221,355	247,838		91,930
Brokers and agents	1	(x)	(x)	(x)				(x)
BRUNSWICK								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				
Grocery and provision trade:								
Wholesalers	4	2,220	7[illegible]	72,920	43,042	15,378		14,500
Brokers and agents	1	(x)	(x)	(x)				(x)
COLUMBUS								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)			
Grocery and provision trade:								
Wholesalers	9	4,763	332	321,852	110,700	176,749		34,403
Brokers and agents	1	(x)	(x)	(x)		(x)		(x)

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
GEORGIA—Continued								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
LAGRANGE								
Grocery and provision trade	3	944	37	37,475	2,970	22,349	----------	12,156
MACON								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade	7	6,411	418	417,916	102,626	287,836	----------	27,454
ROME								
Grocery and provision trade:								
Wholesalers	5	2,327	110	109,977	30,744	63,273	----------	15,960
Brokers and agents	1	(x)	(x)	(x)	(x)	(x)	----------	(x)
SAVANNAH								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade:								
Wholesalers	13	8,730	729	729,256	404,587	224,498	----------	100,171
Brokers and agents	2	(x)	(x)	(x)	----------	----------	----------	(x)
WAYCROSS								
Grocery and provision trade	5	1,318	101	101,032	59,948	27,854	----------	13,230
IDAHO								
POCATELLO								
Grocery and provision trade	4	2,143	256	255,506	107,590	72,597	----------	75,319
ILLINOIS								
AURORA								
Grocery and provision trade	3	1,362	133	129,267	56,470	47,161	----------	25,636
CAIRO								
Grocery and provision trade	5	1,616	74	74,029	364	7,715	24,200	41,750
CHICAGO								
Dairy products:								
Wholesalers	10	35,914	35,660	35,478,722	31,398,290	3,797,803	237,521	45,108
Manufacturers' sales branches	3	15,276	14,436	14,436,025	----------	9,203,131	----------	5,232,894
All other types	2	(x)	(x)	(x)	----------	----------	----------	(x)
Dairy and poultry products:								
Wholesalers	53	79,612	40,829	40,632,346	40,006,438	625,908	----------	----------
Brokers and agents	4	6,425	3,953	3,952,920	3,952,920	----------	----------	----------
All other types	1	(x)	(x)	(x)	(x)	----------	----------	----------
Dairy and other products:								
Wholesalers	11	24,093	11,721	11,721,379	7,287,890	4,433,489	----------	----------
Manufacturers' sales branches	3	5,081	3,738	3,737,563	----------	2,530,114	----------	1,207,449
Brokers and agents	1	(x)	(x)	(x)	----------	(x)	----------	----------
Grocery and provision trade:								
Wholesalers	112	520,978	26,177	25,556,082	12,683,376	9,366,981	86,938	3,418,787
Brokers and agents	4	5,986	373	373,180	----------	25,680	----------	347,500

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
	ILLINOIS—Continued							
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
FOREST PARK								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)				
Grocery and provision trade	4	3, 160	169	166, 632	130, 977	35, 329		326
DANVILLE								
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	5	4, 874	325	325, 056	24, 823	85, 211		215, 022
DECATUR								
Dairy and poultry products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)			(x)
Grocery and provision trade	7	3, 263	124	122, 931	14, 650	72, 841	821	34, 619
NATIONAL CITY								
Grocery and provision trade	4	30, 718	1, 862	1, 839, 361	336, 968	1, 249, 528		252, 865
EAST ST. LOUIS								
Grocery and provision trade	3	816	95	80, 750	20, 330	40, 661		19, 759
GALESBURG								
Grocery and provision trade	6	3, 451	174	169, 343	56, 074	80, 947		32, 322
JACKSONVILLE								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	4	928	84	80, 546	39, 568	32, 750		8, 228
JOLIET								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	4	3, 582	363	299, 636	233, 070	61, 481		5, 085
PEORIA								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	9	11, 987	486	472, 765	117, 811	288, 635		66, 319
QUINCY								
Dairy and poultry products:								
All types	3	328	19	12, 000			12, 000	
Grocery and provision trade	6	3, 583	228	228, 386	53, 390	107, 481		67, 515
ROCKFORD								
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	13	7, 808	488	487, 747	318, 399	133, 236		36, 112
SPRINGFIELD								
Grocery and provision trade:								
Wholesalers	8	4, 247	318	317, 847	140, 631	147, 407		29, 809
Brokers and agents	1	(x)	(x)	(x)			(x)	

TABLE 4.—ASSEMBLERS AND WHOLESALER DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
INDIANA								
EVANSVILLE		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Dairy and poultry products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	(x)		(x)
Grocery and provision trade:								
Wholesalers	9	9,040	313	229,177	45,913	141,264		42,000
Brokers and agents	2	(x)	(x)	(x)		(x)		(x)
FORT WAYNE								
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	7	3,427	136	127,531		21,211		106,320
FRANKFORT								
Grocery and provision trade	3	1,287	48	47,682	3,000	2,430	28,000	14,252
GARY								
Grocery and provision trade	4	4,547	444	444,292	337,166	51,800		55,326
INDIANAPOLIS								
Dairy products:								
All types	2	(x)	(x)	(x)			(x)	(x)
Dairy and poultry products:								
Wholesalers	4	1,648	452	451,617	451,617			
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)		(x)		
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Grocery and provision trade:								
Wholesalers	11	10,500	629	638,663	157,024	339,204		142,435
Brokers and agents	3	923	79	79,277		20,000	2,777	56,500
LOGANSPORT								
Dairy and poultry products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	4	994	39	39,113	1,300	29,911		7,902
MUNCIE								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	5	1,788	68	68,106	6,720	34,386		27,000
SOUTH BEND								
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	3	2,609	433	433,057	162,226	216,455		54,376
TERRE HAUTE								
Dairy and other products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Grocery and provision trade	4	1,318	50	50,465		11,821		38,644

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
IOWA								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
BURLINGTON								
Grocery and provision trade	7	5,572	293	148,998	53,991	33,254	10,027	51,726
CEDAR RAPIDS								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade:								
Wholesalers	8	8,690	397	397,395	35,168	131,966	----------	230,261
Brokers	2	(x)	(x)	(x)	----------	(x)	----------	(x)
CLINTON								
Dairy and poultry products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	----------	(x)	(x)
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	7	2,014	116	115,585	72,837	35,995	----------	6,753
DAVENPORT								
Dairy and other products:								
All types	2	(x)	(x)	(x)	(x)	(x)	----------	(x)
Grocery and provision trade:								
Wholesalers	11	7,535	755	520,496	139,666	181,730	----------	199,100
Brokers and agents	2	(x)	(x)	(x)	----------	----------	----------	(x)
DES MOINES								
Dairy and poultry products:								
All types	3	2,207	1,022	1,013,618	1,008,737	----------	----------	4,881
Dairy and other products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade:								
Wholesalers	12	16,868	760	758,923	280,251	264,288	----------	214,384
Brokers	3	1,079	63	63,345	----------	1,000	----------	62,345
DUBUQUE								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	(x)
Grocery and provision trade	9	3,632	160	160,104	11,655	96,716	----------	51,733
KEOKUK								
Dairy and poultry products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	(x)	----------	(x)
Grocery and provision trade	3	805	21	20,920	----------	10,920	----------	10,000
MASON CITY								
Dairy and poultry products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	3	3,496	163	163,000	----------	56,000	----------	107,000

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
IOWA—Continued								
MUSCATINE		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy and poultry products:								
All types	3	1,292	740	737,056	605,311	15,771	115,974	--------
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	(x)	--------
Grocery and provision trade	6	1,713	41	37,923	3,400	15,625	8,898	10,000
OTTUMWA								
Grocery and provision trade	4	2,599	79	78,557	--------	14,333	--------	64,224
SIOUX CITY								
Dairy products:								
Wholesaling manufacturers	1	(x)	(x)	(x)	(x)	--------	(x)	--------
Dairy and poultry products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	--------	--------	(x)
Dairy and other products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	--------	--------	--------	(x)
Grocery and provision trade:								
Wholesalers	10	23,295	1,118	1,108,180	352,159	610,981	1,125	143,915
Brokers and agents	1	(x)	(x)	(x)	--------	--------	--------	(x)
WATERLOO								
Dairy and poultry products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	--------	(x)	--------
Grocery and provision trade:								
Wholesalers	6	4,953	146	135,250	--------	73,250	--------	62,000
Brokers and agents	1	(x)	(x)	(x)	--------	--------	--------	(x)
KANSAS								
HUTCHISON								
Dairy and poultry products:								
All types	2	(x)	(x)	(x)	(x)	(x)	--------	--------
Grocery and provision trade	4	5,437	84	84,500	--------	7,500	--------	77,000
KANSAS CITY								
Grocery and provision trade	8	35,929	1,783	1,762,318	660,053	1,079,204	--------	23,061
LAWRENCE								
Dairy and poultry products:								
Wholesalers	3	70	29	29,200	--------	--------	29,200	--------
Grocery and provision trade	1	(x)	(x)	(x)	--------	(x)	--------	(x)
LEAVENWORTH								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	(x)	--------	(x)	--------
Grocery and provision trade	4	693	58	57,778	2,240	5,722	--------	49,816

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
KANSAS—Continued								
TOPEKA		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Assembler	1	(x)	(x)	----------	----------	----------	----------	----------
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	----------	----------	(x)	----------
Grocery and provision trade:								
Wholesalers	8	14,568	349	349,056	50,405	233,651	----------	65,000
WICHITA								
Dairy and poultry products:								
All types	2	(x)	(x)	(x)	(x)	(x)	----------	(x)
Dairy and other products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade:								
Wholesalers	10	21,544	1,017	917,271	188,538	695,996	----------	32,737
Brokers and agents	2	(x)	(x)	(x)	----------	----------	----------	(x)
KENTUCKY								
LEXINGTON								
Dairy and poultry products:								
All types	2	(x)	(x)	(x)	(x)	----------	(x)	(x)
Grocery and provision trade	6	4,340	96	96,374	21,862	42,392	----------	32,120
LOUISVILLE								
Dairy products:								
Manufacturers' sales branch	2	(x)	(x)	(x)	----------	----------	----------	(x)
Dairy and poultry products:								
Wholesalers	4	855	30	29,531	18,475	11,056	----------	----------
Dairy and other products:								
All types	4	1,133	631	626,717	49,859	576,858	----------	----------
Grocery and provision trade:								
Wholesalers	15	14,381	488	488,245	145,655	166,118	15,000	161,472
Brokers and agents	1	(x)	(x)	(x)	----------	----------	----------	(x)
LOUISIANA								
ALEXANDRIA								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade:								
Wholesalers	3	1,989	272	272,220	134,461	96,639	21,610	19,510
Broker and agents	1	(x)	(x)	(x)	----------	----------	----------	(x)
BATON ROUGE								
Grocery and provision trade	6	3,687	332	331,340	175,600	121,307	----------	34,433
LAKE CHARLES								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade	3	1,169	66	65,662	16,655	24,377	----------	24,630

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
				LOUISIANA—Continued				
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
MONROE								
Grocery and provision trade	5	3,389	346	343,000	164,024	128,524	----------	50,452
NEW ORLEANS								
Diary products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade:								
Wholesaler	22	27,042	3,996	3,991,040	1,408,531	675,624	64,000	1,842,885
Broker and agents	1	(x)	(x)	(x)	----------	----------	----------	(x)
SHREVEPORT								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade	9	10,543	555	554,915	191,664	301,299	----------	61,952
				MAINE				
AUBURN								
Grocery and provision trade	3	629	25	24,934	18,814	6,120	----------	----------
AUGUSTA								
Dairy and other products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	(x)	----------	----------
Grocery and provision trade	3	1,430	128	126,871	79,943	31,711	----------	15,217
BANGOR								
Grocery and provision trade	13	8,278	1,194	1,194,493	545,933	532,841	----------	115,719
HOULTON								
Grocery and provision trade	3	848	120	118,306	60,538	19,776	----------	37,992
LEWISTON								
Grocery and provision trade	3	2,108	421	416,319	353,187	49,874	----------	13,258
PORTLAND								
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade:								
Wholesalers	14	13,032	1,018	995,399	633,632	161,047	2,399	198,321
Brokers and agents	1	(x)	(x)	(x)	----------	(x)	----------	(x)
ROCKLAND								
Grocery and provision trade	3	1,101	196	194,670	165,570	21,315	----------	7,785

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
MARYLAND								
BALTIMORE		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Manufacturers' sales branches	2	(x)	(x)	(x)	----------	(x)	----------	(x)
Manufacturers' agents	1	(x)	(x)	(x)	(x)	----------	----------	----------
Dairy and poultry products:								
Wholesalers	13	4,184	1,231	1,230,690	1,122,801	107,889	----------	----------
Dairy and other products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	(x)	----------
Brokers and agents	2	(x)	(x)	(x)	----------	(x)	----------	(x)
Grocery and provision trade:								
Wholesalers	36	40,853	3,557	3,533,577	1,323,903	1,206,619	84,571	918,484
Brokers and agents	4	2,573	408	408,265	----------	348,265	----------	60,000
CUMBERLAND								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade	5	2,892	329	258,955	91,554	136,305	----------	31,096
FREDERICK								
Grocery and provision trade	3	1,255	32	32,459	----------	15,381	----------	17,078
HAGERSTOWN								
Grocery and provision trade	4	2,208	287	287,350	117,539	100,441	26,024	43,346
MASSACHUSETTS								
BOSTON								
Dairy products:								
Wholesalers	6	3,104	2,840	2,812,421	2,470,943	316,518	16,530	8,430
Manufacturers' sales branches	4	4,866	4,518	4,517,546	----------	1,620,235	----------	2,897,311
Brokers	4	2,349	2,309	2,308,749	1,469,943	655,548	----------	183,258
Selling agents	1	(x)	(x)	----------	----------	----------	----------	----------
Dairy and poultry products:								
Wholesalers	25	33,026	13,697	13,658,794	11,946,752	1,506,824	196,788	8,430
All other types	3	2,683	1,119	1,118,984	949,057	169,927	----------	----------
Dairy and other products:								
Wholesalers	3	9,471	5,109	5,109,279	4,820,758	206,909	----------	81,612
Grocery and provision trade:								
Wholesalers	47	88,052	5,761	5,696,857	2,540,818	1,498,254	585,744	1,072,041
Brokers and agents	3	4,713	1,530	1,530,215	----------	4,000	----------	1,526,215
BROCKTON								
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	(x)
Grocery and provision trade	4	4,145	526	526,059	458,522	55,600	----------	11,937
CAMBRIDGE								
Grocery and provision trade	4	2,748	506	505,749	110,995	394,754	----------	----------

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
	MASSACHUSETTS—Continued							
FALL RIVER		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollare*
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	14	7,953	671	656,879	473,368	77,180	----------	106,331
FITCHBURG								
Grocery and provision trade	5	2,245	372	372,169	325,159	39,887	----------	7,123
HAVERHILL								
Grocery and provision trade	4	1,684	144	144,178	120,397	19,781	4,000	----------
HOLYOKE								
Grocery and provision trade	5	2,955	304	304,055	260,395	34,417	----------	9,243
LAWRENCE								
Dairy and other products:								
Wholesaler	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	8	5,836	255	255,368	209,804	25,804	----------	19,760
LOWELL								
Dairy and other products:								
Wholesaler	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	7	5,028	727	726,888	593,425	78,345	24,000	31,118
LYNN								
Grocery and provision trade	3	3,304	270	269,830	229,854	27,914	----------	12,062
NEW BEDFORD								
Dairy products:								
Wholesalers	1	(x)	(x)	----------	----------	----------	----------	----------
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	11	4,953	446	445,502	314,855	73,881	----------	56,766
NORTH ADAMS								
Grocery and provision trade	3	2,485	389	388,753	316,366	44,723	----------	27,664
PITTSFIELD								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	6	1,822	252	251,807	147,641	92,168	----------	11,998
SALEM								
Grocery and provision trade	5	3,420	319	319,086	264,152	25,273	----------	29,661
SPRINGFIELD								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and poultry products:								
Wholesalers	4	1,267	651	651,073	583,933	62,764	4,376	----------
Grocery and provision trade	9	16,153	1,827	1,827,420	1,560,333	251,326	----------	15,761

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
				MASSACHUSETTS—Continued				
WORCESTER		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy and poultry products:								
Wholesalers	3	1,063	807	745,810	734,525	11,285		
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	12	10,506	927	926,877	756,030	133,083		37,764
				MICHIGAN				
ANN ARBOR								
Grocery and provision trade	3	2,444	107	107,056	65,238	26,818		15,000
BATTLE CREEK								
Grocery and provision trade	3	1,916	164	163,701	84,399	63,462		15,840
BAY CITY								
Dairy and other products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	3	2,023	89	81,128	17,761	28,367		35,000
DETROIT								
Dairy products:								
Wholesalers	3	503	503	503,162	366,467	136,695		
Manufacturers' sales branch	1	(x)	(x)	(x)		(x)		
Dairy and poultry products:								
Wholesalers	19	24,892	11,049	10,955,143	9,993,969	961,174		
Manufacturers' sales branch	1	(x)	(x)	(x)		(x)		
Dairy and other products:								
All types	4	4,274	2,673	2,673,303	494,459	1,742,690		436,154
Grocery and provision trade:								
Wholesalers	46	58,658	4,329	4,282,348	2,654,126	794,938		833,284
Brokers and agents	3	1,481	265	265,295				265,295
FLINT								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	6	5,975	404	403,592	205,211	155,381		43,000
GRAND RAPIDS								
Grocery and provision trade:								
Wholesalers	15	7,888	1,057	1,036,988	650,758	322,100	2,752	61,378
Brokers and agents	1	(x)	(x)	(x)		(x)		
IRONWOOD								
Grocery and provision trade	4	2,021	188	188,383	128,186	41,283		18,914
ISHPEMING								
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)			(x)	
Grocery and provision trade	3	983	184	184,296	162,549	16,650		5,097

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
MICHIGAN—Continued								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
KALAMAZOO								
Grocery and provision trade	4	2,217	396	396,372	269,446	120,233	----------	6,693
LANSING								
Grocery and provision trade	4	2,750	300	298,146	227,881	67,380	----------	2,885
OWOSSO								
Grocery and provision trade	3	1,998	180	176,234	89,117	54,614	16,203	16,300
PORT HURON								
Grocery and provision trade	4	1,731	236	234,441	159,401	40,929	9,000	25,111
SAGINAW								
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade	8	7,122	722	711,168	460,529	186,828	----------	63,811
SAULT STE. MARIE								
Grocery and provision trade	3	1,172	98	45,258	27,140	8,118	----------	10,000
MINNESOTA								
BEMIDJI								
Grocery and provision trade	3	1,009	82	79,046	47,242	12,797	----------	19,007
DULUTH								
Dairy products:								
All types	4	11,365	11,008	9,947,415	8,661,650	59,244	1,010,177	216,344
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	9	10,683	1,122	1,121,948	778,045	218,918	----------	124,985
MANKATO								
Grocery and provision trade	3	1,892	21	21,183	----------	14,183	----------	7,000
MINNEAPOLIS								
Dairy products:								
Assemblers	1	(x)	(x)	(x)	(x)	----------	(x)	(x)
Dairy and poultry products:								
Wholesalers	5	1,734	691	673,428	664,982	8,358	88	----------
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	----------	(x)	----------	----------
Grocery and provision trade:								
Wholesalers	19	29,522	1,922	1,906,689	777,732	560,027	----------	568,930
Brokers and agents	2	(x)	(x)	(x)	----------	----------	----------	(x)
ROCHESTER								
Grocery and provision trade	4	1,585	68	61,703	----------	45,556	----------	16,147

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
				MINNESOTA—Continued				
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
ST. PAUL								
Dairy products	1	(x)	(x)	(x)	(x)		(x)	(x)
Assemblers	1	(x)	(x)	(x)	(x)	(x)		
Brokers and agents	1	(x)	(x)	(x)				(x)
Dairy and poultry products:								
Wholesalers	4	1,890	993	992,980	946,329	46,651		
Grocery and provision trade:								
Wholesalers	15	19,814	1,232	1,217,445	371,057	372,809	3,725	469,854
Brokers and agents	2	(x)	(x)	(x)				(x)
WINONA								
Dairy products:								
Assemblers	1	(x)	(x)	(x)	(x)		(x)	(x)
Grocery and provision trade	5	3,266	93	93,119	1,158	39,461		52,500
				MISSISSIPPI				
CLARKSDALE								
Grocery and provision trade	3	1,758	131	130,789	62,267	58,023		10,499
GULFPORT								
Grocery and provision trade	3	1,553	334	266,481	123,865	37,894		104,722
GREENVILLE								
Grocery and provision trade	3	2,467	218	217,743	108,832	88,895	12,000	8,016
HATTIESBURG								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)				(x)
Grocery and provision trade	4	1,725	162	160,895	90,593	55,813		14,489
JACKSON								
Dairy products:								
Manufacturers' sales branch	2	(x)	(x)	(x)	(x)			(x)
Grocery and provision trade	7	6,952	1,354	1,337,809	270,953	1,021,433		45,423
MERIDIAN								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)				(x)
Grocery and provision trade	4	3,011	310	309,215	140,531	146,957		21,727
NATCHEZ								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)				(x)
Grocery and provision trade	5		164	164,227	57,385	40,842		66,000
VICKSBURG								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)				(x)
Grocery and provision trade	9	6,383	370	370,466	150,117	129,238		91,111

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
MISSOURI								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
CAPE GIRARDEAU								
Grocery and provision trade	3	1,209	46	46,000	----------	10,000	----------	36,000
JOPLIN								
Grocery and provision trade:								
Wholesalers	5	1,481	70	69,753	5,395	3,036	30,034	31,288
Brokers and agents	1	(x)	(x)	(x)	----------	(x)	----------	----------
KANSAS CITY								
Dairy product:								
Manufacturers' sales branch	3	341	341	341,158	----------	39,281	----------	301,877
All types	2	(x)	(x)	(x)	----------	----------	----------	(x)
Dairy and poultry products:								
Wholesalers	7	8,068	577	577,440	526,777	50,663	----------	----------
Dairy and other products:								
All types	2	(x)	(x)	(x)	(x)	(x)	----------	(x)
Grocery and provision trade:								
Wholesalers	30	19,741	997	996,698	60,426	304,251	----------	632,021
Brokers and agents	5	11,423	507	507,400	----------	53,000	----------	454,400
MOBERLY								
Dairy and poultry products:								
Assemblers	1	(x)	(x)	(x)	----------	----------	(x)	----------
Dairy and other products:								
All types	2	(x)	(x)	(x)	(x)	----------	(x)	----------
Grocery and provision trade	3	947	15	15,300	----------	3,300	----------	12,000
ST. JOSEPH								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade	10	9,048	385	384,549	96,529	110,404	----------	177,616
ST. LOUIS								
Dairy products:								
Wholesalers	3	533	533	533,157	217,068	10,022	----------	306,067
Manufacturers' sales branch	2	(x)	(x)	(x)	----------	----------	----------	(x)
Dairy and dairy products:								
Wholesalers	12	4,520	1,054	1,054,185	730,095	324,090	----------	----------
Dairy and other products:								
Wholesalers	6	2,473	881	880,952	415,000	465,952	----------	----------
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade:								
Wholesalers	31	33,509	2,158	2,084,033	312,479	538,836	----------	1,232,718
Brokers and agents	1	(x)	(x)	(x)	----------	----------	----------	(x)
SEDALIA								
Dairy and poultry products:								
All types	2	(x)	(x)	(x)	(x)	(x)	(x)	----------
Grocery and provision trade	3	1,197	34	33,716	7,516	1,200	----------	25,000
SPRINGFIELD								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	(x)
Dairy and poultry products:								
All types	5	3,612	2,233	2,173,504	1,798,433	337,080	37,991	----------
Grocery and provision trade	6	2,682	83	82,774	18,358	36,661	12,000	15,755

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
MONTANA								
BUTTE		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy and other products:								
All types	2	(x)	(x)	(x)	(x)	----------	----------	(x)
Grocery and provision trade:								
Wholesalers	6	4,535	343	343,427	92,950	72,866	----------	177,611
Brokers and agents	2	(x)	(x)	(x)	(x)	(x)	----------	(x)
BILLINGS								
Grocery and provision trade:								
Wholesalers	5	3,383	349	343,305	138,660	94,336	----------	110,309
Brokers and agents	1	(x)	(x)	(x)	----------	----------	----------	(x)
GREAT FALLS								
Grocery and provision trade:								
Wholesalers	9	4,551	313	308,918	87,389	54,595	40,000	126,934
Broker and agents	2	(x)	(x)	(x)	(x)	----------	(x)	(x)
HELENA								
Grocery and provision trade	3	1,244	58	49,666	----------	9,507	----------	40,159
NEBRASKA								
GRAND ISLAND								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	(x)	----------
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	----------	(x)	----------	----------
Grocery and provision trade	4	6,134	109	108,705	----------	84,905	----------	23,800
HASTINGS								
Dairy and poultry products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	----------	(x)	(x)
Grocery and provision trade:								
Wholesalers	2	2,127	77	76,743	7,000	17,000	----------	52,743
Brokers and agents	1	(x)	(x)	(x)	(x)	(x)	----------	----------
LINCOLN								
Dairy products:								
Wholesale manufacturers	1	(x)	(x)	(x)	(x)	(x)	(x)	----------
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	----------	(x)	----------
Dairy and other products:								
All types	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trahe:								
Wholesalers	6	8,796	321	316,832	94,873	140,330	----------	81,629
Brokers and agents	1	(x)	(x)	(x)	----------	----------	----------	(x)

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
NEBRASKA—Continued								
OMAHA		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Wholesale manufacturers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and poultry products:								
Wholesalers	4	3,568	1,188	207,877	148,482	59,395	----------	----------
Dairy and other products:								
All types	3	965	583	582,931	326,386	57,461	----------	199,084
Grocery and provision trade:								
Wholesalers	17	44,090	1,931	1,925,187	460,670	1,153,619	7,000	303,898
Brokers and agents	5	5,145	374	374,152	----------	1,200	86,860	286,092
NEVADA								
RENO								
Grocery and provision trade	3	1,791	145	145,076	14,560	35,516	----------	95,000
NEW HAMPSHIRE								
CONCORD								
Grocery and provision trade	4	2,298	243	243,436	179,725	41,461	----------	22,250
KEENE								
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	----------	(x)	----------	----------
Grocery and provision trade	6	2,870	242	237,318	118,448	34,895	----------	83,975
MANCHESTER								
Grocery and provision trade	8	3,687	458	458,008	363,842	74,030	----------	20,136
NASHUA								
Grocery and provision trade	8	4,004	326	325,871	272,483	34,940	----------	18,448
NEW JERSEY								
ASBURY PARK								
Dairy and poultry products:								
Wholesalers	3	870	383	383,044	355,102	27,942	----------	----------
Dairy and other products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	2	(x)	(x)	(x)	(x)	(x)	(x)	----------
ATLANTIC CITY								
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	4	4,362	254	253,901	218,508	35,393	----------	----------
BAYONNE								
Grocery and provision trade	4	3,184	195	195,064	171,417	22,675	----------	972

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
NEW JERSEY—Continued								
ELIZABETH		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	(x)	
Grocery and provision trade	5	8,309	506	505,939	355,527	148,033		2,379
JERSEY CITY								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	(x)	
Grocery and provision trade	11	45,875	5,568	5,559,935	4,364,117	312,025	178,000	705,793
NEWARK								
Dairy apd poultry products:								
Wholesalers	9	7,533	3,849	3,740,966	3,042,790	698,176		
Dairy and other products:								
Wholesalers	4	3,711	1,093	1,092,884	776,278	316,606		
Grocery and provision trade	16	28,386	1,666	1,595,469	993,393	336,975	1,440	263,661
PASSAIC								
Grocery and provision trade	5	5,866	664	644,244	260,765	323,139		80,340
PATERSON								
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	5	6,443	480	480,103	286,048	84,044	1,879	108,132
PLAINFIELD								
Grocery and provision trade	3	2,221	113	112,730	43,749	21,840		47,141
TRENTON								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		(x)
Grocery and provision trade	8	6,987	993	992,978	687,378	247,877	1,233	56,500
NEW MEXICO								
ALBUQUERQUE								
Grocery and provision trade:								
Wholesalers	3	3,194	213	122,602	72,113	25,489		25,000
Brokers and agents	1	(x)	(x)	(x)	(x)			

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
NEW YORK								
ALBANY		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
All types	4	3,281	1,453	1,452,786	1,065,709	158,693	----------	228,384
Grocery and provision trade	13	10,541	1,022	1,021,957	579,253	253,234	----------	189,470
AMSTERDAM								
Grocery and provision trade	3	996	142	142,438	109,403	28,250	----------	4,785
BINGHAMTON								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	16	9,767	769	4,368,904	3,999,842	237,043	1,500	130,519
BROOKLYN								
Dairy products:								
Wholesalers	5	2,850	2,663	2,469,488	72,940	2,385,108	11,440	----------
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	(x)	----------	----------
Dairy and poultry products:								
Wholesalers	35	8,757	4,435	4,435,311	3,984,759	389,254	61,298	----------
Dairy and other products:								
Wholesalers	7	3,363	1,339	1,338,696	624,361	661,649	----------	52,686
Grocery and provision trade	85	87,526	7,545	7,544,630	3,718,584	1,967,763	683,410	1,174,873
BUFFALO								
Dairy products:								
Wholesalers	3	2,399	2,399	46,540	----------	46,540	----------	----------
Manufacturers' sales branches	2	(x)	(x)	(x)	----------	(x)	----------	(x)
Dairy and poultry products:								
Wholesalers	10	11,454	5,420	5,393,371	4,797,520	590,651	----------	5,200
Dairy and other products:								
Wholesalers	4	2,548	1,380	1,379,660	425,906	953,754	----------	----------
Manufacturers agent	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade:								
Wholesalers	37	59,591	3,649	3,627,470	2,025,026	721,492	79,248	801,704
Brokers and agents	7	1,916	257	257,500	----------	15,000	4,462	238,038
CORNING								
Grocery and provision trade	3	1,609	175	175,066	124,780	22,513	----------	27,773
ELMIRA								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
Brokers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade	7	7,355	810	810,332	553,549	115,180	----------	141,603
GENEVA								
Grocery and provision trade	5	8,367	1,350	10,129,334	9,754,499	205,252	----------	169,583

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
				NEW YORK—Continued				
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
HORNELL								
Grocery and provision trade	3	1,370	168	168,044	128,741	14,770	----------	24,533
JAMESTOWN								
Dairy and poultry productis:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	4	4,044	341	340,601	250,384	17,068	----------	73,149
KINGSTON								
Grocery and provision trade	7	6,694	630	603,676	390,050	76,412	----------	137,214
NEWBURGH								
Grocery and provision trade	8	4,290	559	559,231	436,027	72,524	----------	50,680
NEW YORK								
Dairy products:								
Wholesalers	58	46,062	45,183	45,020,722	34,855,466	9,851,718	79,374	234,164
Manufacturers' sales branches	10	38,201	36,008	34,943,946	1,059,334	12,130,542	12,680	21,741,390
Brokers	3	1,811	1,811	1,811,422	----------	1,811,422	----------	----------
Selling agents	3	1,530	1,530	1,529,699	----------	130,000	----------	1,399,699
Importers	10	4,409	4,362	4,362,256	----------	3,993,099	----------	369,157
All other types	4	1,525	1,525	1,524,754	256,368	1,268,386	----------	----------
Dairy and poultry products:								
Wholesalers	183	146,967	79,966	79,801,597	77,303,329	2,468,552	29,716	----------
Brokers	3	3,651	2,150	2,150,500	2,150,500	----------	----------	----------
Dairy and other products:								
Wholesalers	10	5,756	2,324	2,323,707	317,825	1,838,818	167,064	----------
Manufacturers' sales branches	3	2,697	1,238	1,236,981	1,018,433	165,592	----------	52,956
Importers	7	3,402	2,684	2,683,543	----------	2,683,543	----------	----------
All other types	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade:								
Wholesalers	163	275,750	25,280	24,889,971	9,047,630	10,159,526	3,475,571	2,207,244
Brokers and agents	12	5,973	453	453,237	1,170	254,480	----------	197,587
NIAGARA FALLS								
Grocery and provision trade	4	1,576	88	88,003	52,332	22,123	----------	13,548
OGDENSBURG								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	4	1,159	169	168,702	142,350	13,595	----------	12,757
OLEAN								
Grocery and provision trade	5	6,000	863	862,721	614,886	124,648	----------	123,187
PLATTSBURG								
Grocery and provision trade	3	2,091	275	216,524	18,695	191,829	----------	6,000
POUGHKEEPSIE								
Grocery and provision trade	5	3,808	672	671,636	506,641	79,032	----------	85,963

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
	NEW YORK—Continued							
ROCHESTER		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Wholesalers	3	216	200	200,090	50,000	150,090		
Dairy and poultry products:								
All types	3	475	306	306,244	298,944	4,800	2,500	
Dairy and other products:								
All types	5	1,553	767	752,075	451,095	116,746		184,234
Grocery and provision trade:								
Wholesalers	26	18,439	2,022	2,022,409	1,353,238	471,227	8,988	188,956
Brokers and agents	2	(x)	(x)	(x)				(x)
ROME								
Dairy and other products:								
Manufacturers' sales branches	1	(x)	(x)					
Grocery and provision trade	3	1,159	1,48	148,278	112,425	21,900		13,953
SCHENECTADY								
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	12	5,929	531	530,994	365,262	95,406		70,326
SYRACUSE								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Dairy and other products:								
All types	2	(x)	(x)	(x)	(x)	(x)		(x)
Grocery and provision trade:								
Wholesalers	18	19,179	2,291	2,290,701	1,674,190	409,855	15,013	191,643
Brokers and agents	2	(x)	(x)	(x)				(x)
TROY								
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	8	5,675	603	603,387	433,732	99,489		70,166
UTICA								
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)		
Dairy and other products:								
Wholesalers	3	824	437	437,468	366,301	71,167		
Grocery and provision trade	18	11,014	1,193	1,193,123	788,550	289,529	31,101	83,943
WATERTOWN								
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	3	1,278	314	313,911	278,534	15,251		20,126

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
NORTH CAROLINA								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
ASHEVILLE								
Grocery and provision trade	5	2,455	150	149,586	78,039	63,437	----------	8,110
CHARLOTTE								
Dairy products:								
All types	2	(x)	(x)	(x)	----------	----------	----------	----------
Dairy and other products:								
Wholesalers	1	(x)	(x)	----------	----------	----------	----------	----------
Grocery and provision trade:								
Wholesalers	14	5,689	468	438,471	150,764	169,334	----------	118,373
Brokers and agents	1	(x)	(x)	(x)	----------	(x)	----------	(x)
DURHAM								
Grocery and provision trade	5	1,917	154	212,311	83,111	59,177	----------	7,023
GASTONIA								
Dairy and other products:								
Wholesaling manufacturers	1	(x)	(x)	----------	----------	----------	----------	----------
Grocery and provision trade	5	2,167	145	142,504	30,700	87,061	----------	24,743
GOLDSBORO								
Grocery and provision trade	7	1,715	103	102,508	40,116	46,392	----------	16,000
GREENSBORO								
Dairy and other products:								
Wholesaling manufacturers	1	(x)	(x)	----------	----------	----------	----------	----------
Grocery and provision trade	3	1,391	156	156,047	48,732	84,119	----------	23,196
HIGH POINT								
Dairy and other products:								
Wholesaling manufacturers	1	(x)	(x)	----------	----------	----------	----------	----------
Grocery and provision trade	3	973	80	78,229	34,533	42,177	----------	1,519
RALEIGH								
Grocery and provision trade	8	3,160	212	211,913	88,105	96,999	----------	26,809
ROCKY MOUNT								
Dairy and other products:								
Wholesaling manufacturers	1	(x)	(x)	----------	----------	----------	----------	----------
Grocery and provision trade	5	2,955	136	136,413	31,850	69,686	----------	34,877
SALISBURY								
Dairy and other products:								
Wholesaling manufacturers	1	(x)	(x)	----------	----------	----------	----------	----------
Grocery and provision trade:								
Wholesalers	7	2,038	104	102,266	20,699	57,625	----------	23,942
Brokers and agents	1	(x)	(x)	(x)	----------	(x)	----------	----------

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
NORTH CAROLINA—Continued								
WILMINGTON		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)				48,819
Grocery and provision trade:								
Wholesalers	12	5,831	507	505,455	169,598	201,765		134,092
All other types	2	(x)	(x)	(x)		(x)		(x)
WILSON								
Dairy and other products:								
Wholesalers	1	(x)	(x)					
Grocery and provision trade	7	3,505	292	289,129	98,958	174,837		15,334
WINSTON-SALEM								
Grocery and provision trade	12	4,890	263	241,638	48,405	127,759		65,474
NORTH DAKOTA								
FARGO								
Dairy and poultry products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	(x)			
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Dairy and other products:								
Manufacturers' sales branch	1	(x)	(x)	(x)				(x)
Grocery and provision trade:								
Wholesalers	7	5,332	393	351,688	55,563	139,073		157,052
Brokers and agents	2	(x)	(x)	(x)		(x)		(x)
GRAND FORKS								
Grocery and provision trade	4	2,320	164	164,388	65,319	77,358	2,500	19,211
MINOT								
Dairy and pultry products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	(x)			(x)
Grocery and provision trade	3	2,484	37	12,699		3,691		9,008
OHIO								
AKRON								
Dairy and poultry:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	11	13,820	959	502,301	289,487	154,938		57,876
CANTON								
Dairy and other products:								
Manufacturers' sales branch	1	(x)	(x)	(x)				(x)
Grocery and provision trade	7	5,268	410	409,683	168,734	129,330		111,619

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
	OHIO—Continued							
CINCINNATI		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Wholesalers	4	1,984	1,799	1,600,829	1,234,556	366,273	----------	----------
Manufacturers' sales branch	2	(x)	(x)	(x)	----------	(x)	----------	(x)
Dairy and poultry products:								
Wholesalers	6	2,667	444	443,925	323,925	120,000	----------	----------
Dairy and other products:								
All types	2	(x)	(x)	(x)	(x)	(x)	----------	(x)
Grocery and provision trade:								
Wholesalers	26	19,794	1,615	1,516,339	225,613	629,284	77,594	583,848
Brokers and agents	5	6,036	555	554,615	----------	292,200	----------	262,415
CLEVELAND								
Dairy products:								
Manufacturers' sales branch	3	8,721	8,655	6,541,108	----------	660,605	931,863	4,948,640
All other types	3	1,337	1,269	1,268,652	104,000	434,146	5,608	724,898
Dairy and poultry products:								
Wholesalers	7	6,812	2,713	2,705,979	2,469,108	224,933	11,938	----------
All other types	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
All types	4	2,403	1,427	1,427,034	678,212	56,871	----------	691,951
Grocery and provision trade:								
Wholesalers	31	52,776	3,354	2,997,405	1,224,302	1,137,301	3,262	632,540
Brokers and agents	5	10,966	2,275	2,269,648	----------	----------	340,231	1,929,417
COLUMBUS								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
All types	2	(x)	(x)	(x)	(x)	(x)	----------	(x)
Grocery and provisions trade:								
Wholesalers	19	12,882	589	589,050	136,498	180,185	19,320	253,047
Brokers and agents	2	2,200	95	95,000	----------	90,000	5,000	----------
DAYTON								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Dairy and other products:								
Wholesalers	3	790	370	370,328	236,001	134,327	----------	----------
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade	5	4,581	192	192,384	7,384	69,000	----------	116,000
LIMA								
Dairy and poultry products:								
All types	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade	4	2,964	152	151,970	33,170	89,800	----------	29,000
MANSFIELD								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	3	2,568	107	86,888	----------	53,829	----------	33,059

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
OHIO—Continued								
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
NEWARK								
Grocery and provision trade	3	588	6	5,724	----------	1,200	1,600	2,924
SANDUSKY								
Grocery and provision trade	4	1,590	139	137,609	67,559	42,830	500	26,720
SPRINGFIELD								
Grocery and provision trade	8	2,700	73	72,742	5,200	34,746	2,365	30,431
STEUBENVILLE								
Dairy and other products:								
All types	3	761	470	355,633	289,075	66,362	----------	196
TOLEDO								
Dairy products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and poultry products:								
Wholesalers	4	1,723	712	711,744	691,544	20,200	----------	----------
Dairy and other products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade:								
Wholesalers	12	15,295	1,034	1,028,232	414,482	368,093	390	245,267
Brokers and agents	1	(x)	(x)	(x)	----------	----------	----------	(x)
YOUNGSTOWN								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	----------	----------	----------	(x)
Manufacturers' sales branch	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	(x)
Grocery and provision trade	18	11,480	1,212	1,207,086	689,987	351,052	47,000	119,047
ZANESVILLE	4	2,112	186	140,100	15,600	104,500	----------	20,000
OKLAHOMA								
ENID								
Dairy and poultry products:								
All types	3	4,460	2,224	2,220,059	2,199,876	----------	----------	20,183
Grocery and provision trade	2	(x)	(x)	(x)	----------	(x)	----------	(x)
M'ALESTER								
Grocery and provision trade	5	3,199	229	228,669	59,812	64,021	----------	104,836
MUSKOGEE								
Dairy and poultry products:								
All types	2	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade	5	3,263	167	167,133	44,742	57,932	----------	64,459

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
OKLAHOMA—Continued								
OKLAHOMA CITY		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Wholesalers	2	(x)	(x)	(x)	(x)	----------	----------	----------
Dairy and poultry products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	----------	----------	----------
Dairy and other products:								
Manufacturers' sales branches	2	(x)	(x)	(x)	(x)	----------	----------	(x)
Grocery and provision trade:								
Wholesalers	11	19,710	1,206	1,184,920	423,077	514,179	4,500	243,164
Brokers and agents	3	6,667	1,111	1,111,191	----------	----------	----------	1,111,191
OKMULGEE								
Grocery and provision trade	4	1,555	72	72,191	----------	----------	19,426	52,765
TULSA								
Dairy and other products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade	10	11,007	757	756,667	320,681	177,309	2,000	256,677
OREGON								
ASTORIA								
Grocery and provision trade	3	597	53	52,905	29,744	22,079	582	500
MEDFORD								
Grocery and provision trade	3	1,244	87	87,082	30,619	35,606	----------	20,857
PORTLAND								
Dairy products:								
Manufacturers' sales branches	2	(x)	(x)	(x)	----------	----------	----------	(x)
Dairy and poultry products:								
Wholesalers	4	316	65	65,251	52,905	11,605	741	----------
Dairy and other products:								
Wholesalers	3	772	564	561,095	68,091	493,004	----------	----------
Grocery and provision trade								
Wholesalers	15	29,034	3,891	3,890,690	2,063,520	603,131	51,641	1,172,398
Brokers and agents	5	7,518	1,078	1,078,458	----------	651	----------	1,077,807
PENNSYLVANIA								
ALLENTOWN								
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	8	5,906	952	952,142	727,323	198,844	----------	25,975

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
	PENNSYLVANIA—Continued							
ALTOONA		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	5	3,907	478	438,761	305,001	42,911	54,628	36,221
BEAVER FALLS								
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)			(x)	
Grocery and provision trade	4	2,383	240	240,443	169,003	57,628		13,812
BETHLEHEM								
Grocery and provision trade	3	1,802	259	255,692	200,460	40,167		15,065
BRADDOCK								
Grocery and provision trade	3	2,905	246	245,737	183,697	53,971		8,069
CHARLEROI								
Grocery and provision trade	3	2,398	160	159,935	93,055	30,538		36,342
CONNELSVILLE								
Grocery and provision trade	3	340	26	26,259	3,510	14,362		8,387
DU BOIS								
Grocery and provision trade	4	1,138	388	387,818	209,579	87,225		91,014
EASTON								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)		(x)		
Grocery and provision trade	3	3,349	235	234,506	155,939	28,400		50,167
ERIE								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	11	5,943	712	704,026	404,734	199,606	4,439	95,247
GREENSBURG								
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	4	3,801	425	425,498	296,052	90,500		38,946
HARRISBURG								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade:								
Wholesalers	8	9,776	1,445	1,404,644	826,838	552,717		25,089
Brokers and agents	1	(x)	(x)	(x)				(x)

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
	PENNSYLVANIA—Continued							
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
HAZELTON								
Grocery and provision trade	12	4,707	650	650,057	464,228	129,668	13,000	43,161
JOHNSTOWN								
Grocery and provision trade	7	4,467	1,117	1,117,077	769,955	206,358	----------	140,764
LANCASTER								
Dairy and other products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	5	2,799	69	68,659	22,500	34,343	----------	11,816
MAHANOY CITY								
Grocery and provision trade	3	1,128	167	167,354	117,768	30,770	----------	18,816
M'KEESPORT								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	7	5,996	498	494,506	320,047	95,256	4,415	74,788
MEADVILLE								
Grocery and provision trade	3	1,167	82	82,121	54,322	19,299	----------	8,500
NEW CASTLE								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	6	3,306	312	311,630	193,380	68,679	----------	49,571
NORRISTOWN								
Grocery and provision trade	3	1,588	88	87,455	23,516	32,677	----------	31,262
OIL CITY								
Grocery and provision trade	4	2,347	292	291,689	181,775	58,347	----------	51,567
PHILADELPHIA								
Dairy products:								
Wholesalers	7	3,565	3,555	3,405,152	2,805,152	600,000	----------	----------
Manufacturers' sales branches	4	5,993	5,877	5,877,226	----------	2,022,503	----------	3,854,723
Manufacturers' agents	1	(x)	(x)	(x)	----------	(x)	----------	----------
Dairy and poultry products:								
Wholesalers	58	37,565	18,808	18,688,136	16,399,286	2,157,914	35,960	94,976
All other types	3	1,861	276	276,184	189,100	64,169	----------	22,915
Dairy and other products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Brokers	3	3,021	2,152	2,150,297	----------	----------	----------	2,150,297
Grocery and provision trade:								
Wholesalers	56	96,821	6,499	6,327,278	3,465,022	1,819,614	75,000	967,642
Brokers and agents	5	10,166	353	352,944	----------	14,354	----------	338,590

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
	PENNSYLVANIA—Continued							
PITTSBURGH		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Wholesalers	3	876	816	771,010	158,666	612,344	----------	----------
Manufacturers' sales branches	4	5,040	4,864	4,864,433	----------	1,712,173	----------	3,152,260
Dairy and poultry products:								
Wholesalers	15	8,264	2,485	2,399,029	2,034,324	337,359	----------	27,346
All other types	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
All types	4	2,168	719	583,465	213,243	360,120	----------	10,102
Grocery and provision trade:								
Wholesalers	56	60,725	5,534	5,530,744	2,389,602	2,182,342	327,058	631,742
Brokers and agents	3	2,805	496	495,641	----------	255	----------	495,386
PITTSTON								
Grocery and provision trade	8	5,795	588	588,298	394,025	117,559	----------	76,714
POTTSVILLE								
Grocery and provision trade	3	1,846	383	367,434	249,229	54,037	64,168	----------
READING								
Dairy and poultry products:								
Wholesalers	3	814	464	464,321	455,301	8,500	520	----------
Dairy and other products:								
All types	(x)	(x)	(x)	(x)	(x)	(x)	----------	(x)
Grocery and provision trade	10	5,742	1,367	1,366,797	816,407	504,569	----------	45,821
SCRANTON								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Wholesalers	1	(x)	(x)	(x)	----------	----------	----------	----------
Dairy and poultry products:								
All types	4	2,433	1,907	1,889,572	1,713,201	176,371	----------	----------
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	16	10,004	1,232	1,159,681	858,974	191,460	----------	109,247
SHARON								
Grocery and provision trade	3	1,331	67	62,451	31,845	6,394	----------	24,212
SHENANDOAH								
Grocery and provision trade	3	3,139	716	714,078	568,982	98,196	----------	46,900
SUNBURY								
Grocery and provision trade	3	816	178	177,599	120,446	39,818	----------	17,335
UNIONTOWN								
Dairy and poultry products:								
Wholesaler	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Grocery and provision trade	7	5,225	697	696,718	487,241	129,066	----------	80,411

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
				PENNSYLVANIA—Continued				
WILKES-BARRE		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy and poultry products:								
Wholesaler	1	(x)	(x)	(x)	(x)	----------	----------	----------
Dairy and other products:								
Wholesaler	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade:								
Wholesalers	19	10,974	1,414	1,414,132	950,108	181,464	----------	282,560
Broker and agent	1	(x)	(x)	(x)	----------	----------	----------	(x)
WILLIAMSPORT								
Grocery and provision trade	4	2,530	347	323,747	255,185	67,562	----------	1,000
YORK								
Grocery and provision trade	4	842	388	387,780	237,640	150,140	----------	----------
				RHODE ISLAND				
NEWPORT								
Grocery and provision trade	3	1,683	203	202,804	180,181	18,513	----------	4,110
PROVIDENCE								
Dairy and poultry products:								
Wholesalers	6	2,399	732	732,338	695,679	36,659	----------	----------
Broker and agent	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade:								
Wholesalers	26	23,450	3,562	3,562,458	2,903,669	391,642	----------	267,147
Broker and agent	1	(x)	(x)	(x)	(x)	(x)	----------	----------
WOONSOCKET								
Grocery and provision trade	6	2,851	242	241,631	195,581	23,399	3,016	19,635
				SOUTH CAROLINA				
ANDERSON								
Grocery and provision trade	5	1,817	107	106,939	19,811	77,720	----------	9,408
CHARLESTON								
Dairy and poultry products:								
All types	3	544	311	310,993	79,925	70,410	----------	160,658
Grocery and provision trade	3	3,054	484	483,921	303,968	152,747	----------	27,206
COLUMBIA								
Grocery and provision trade:								
Wholesalers	8	6,166	373	373,207	129,002	193,129	----------	51,076
Broker and agent	1	(x)	(x)	(x)	----------	----------	----------	(x)

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
SOUTH CAROLINA—Continued								
FLORENCE		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy and other products:								
Wholesaler	1	(x)	(x)					
Grocery and provision trade	3	1,345	176	171,254	85,048	81,437	1,100	3,669
GREENVILLE								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)					(x)
Grocery and provision trade	6	2,901	299	231,830	59,663	160,505		11,662
SPARTANBURG								
Grocery and provision trade	5	2,037	178	148,315	28,294	95,738		24,283
SOUTH DAKOTA								
ABERDEEN								
Dairy and poultry products:								
Wholesaler	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	5	3,964	159	152,365	43,418	76,722		32,225
SIOUX FALLS								
Dairy and poultry products:								
Wholesaler	1	(x)	(x)	(x)	(x)			
Dairy and other products:								
Manufacturers' sales branch	1	(x)	(x)	(x)				(x)
Grocery and provision trade:								
Wholesalers	5	2,351	134	54,777		15,127		39,650
Brokers and agents	3	2,352	173	173,452		119,291		54,161
TENNESSEE								
BRISTOL								
Grocery and provision trade	3	587	16	16,341		2,449	3,392	10,500
CHATTANOOGA								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)				(x)
Dairy and poultry products:								
Wholesalers	4	3,846	487	487,163	487,163			
Grocery and provision trade:								
Wholesalers	11	11,135	835	835,014	292,995	376,086	53,000	112,933
Brokers and agents	2	(x)	(x)	(x)		(x)		(x)
JACKSON								
Grocery and provision trade	4	2,815	28	27,800	1,800	8,000		18,000

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
				TENNESSEE—Continued				
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
JOHNSON CITY								
Grocery and provision trade	4	946	59	58, 555	17, 029	30, 326		11, 200
KNOXVILLE								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)				(x)
Dairy and poultry:								
Wholesalers	5	1, 202	45	45, 461	45, 461			
Grocery and provision trade	13	8, 663	326	326, 444	46, 372	139, 180	26, 000	114, 892
MEMPHIS								
Dairy products:								
Manufacturers' sales branches	2	(x)	(x)	(x)				(x)
Dairy and poultry products:								
Wholesalers	3	570	24	22, 870	22, 870			
Grocery and provision trade:								
Wholesalers	18	29, 643	1, 911	1, 905, 751	664, 585	1, 021, 728		219, 438
Brokers and agents	1	(x)	(x)	(x)	(x)	(x)		
NASHVILLE								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade:								
Wholesalers	14	24, 923	787	761, 751	248, 044	280, 844	113, 500	119, 363
Brokers and agents	3	4, 436	47	47, 000		25, 000		22, 000
				TEXAS				
ABILENE								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	6	3, 461	242	241, 906	71, 715	114, 855		55, 336
AMARILLO								
Dairy products:								
Wholesaling manufacturer	1	(x)	(x)	(x)	(x)	(x)		(x)
Grocery and provision trade	6	5, 474	362	357, 575	75, 037	113, 608		168, 930
AUSTIN								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)					
Grocery and provision trade	5	2, 762	116	115, 686	19, 650	71, 452		24, 584

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
				TEXAS—Continued				
BEAUMONT		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade:								
Wholesalers	12	11,564	488	486,766	181,855	160,630		144,281
Brokers and agents	1	(x)	(x)	(x)				(x)
BRECKENRIDGE								
Dairy products:								
Manufacturers' sales branches	3	37	37					
BROWNSVILLE								
Grocery and provision trade	7	2,238	157	157,489	61,994	61,042		34,453
CORPUS CHRISTI								
Grocery and provision trade	6	2,360	176	175,532	40,529	91,532		43,471
CORSICANA								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	5	3,361	126	125,744	26,566	60,731	8,000	30,447
DALLAS								
Dairy products:								
Manufacturers' sales branches	2	(x)	(x)	(x)	(x)			(x)
Dairy and poultry products:								
Wholesalers	6	3,404	1,117	580,991	439,991	141,000		
Dairy and other products:								
Brokers and agents	1	(x)	(x)	(x)				(x)
Grocery and provision trade	10	21,707	546	542,761	96,092	260,445		186,224
EL PASO								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)				(x)
Manufacturers' sales branch	1	(x)	(x)	(x)	(x)			
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade:								
Wholesalers	10	9,605	835	834,795	237,262	258,814		338,719
Brokers and agents	3	2,071	367	367,468	21,000	136,468		210,000
FORT WORTH								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Wholesaling manufacturers	1	(x)	(x)	(x)	(x)	(x)		(x)
Dairy and poultry products:								
All types	3	3,561	1,965	1,211,857	1,116,264	72,098	18,000	5,495
Grocery and provision trade	6	16,729	1,041	1,002,176	254,693	503,560		243,923

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
	TEXAS—Continued							
		Thousands of dollars	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
GALVESTON								
Grocery and provision trade	10	3,069	217	217,093	77,228	53,687	262	85,916
HOUSTON								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Dairy and other products:								
All types	2	(x)	(x)	(x)	(x)	(x)		(x)
Grocery and provision trade:								
Wholesalers	22	29,702	1,971	1,969,853	529,463	400,103	85,373	954,914
Brokers and agents	2	(x)	(x)	(x)		(x)	(x)	
LAREDO								
Grocery and provision trade	7	3,658	242	200,920	48,920	98,000		54,000
PALESTINE								
Grocery and provision trade	5	1,453	93	89,824	20,636	29,100		40,088
PORT ARTHUR								
Dairy and other products:								
Wholesalers	1	(x)	(x)					
Grocery and provision trade	5	1,919	96	95,715	25,309	18,319		52,087
SAN ANGELO								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	4	1,816	116	115,278	35,726	38,229		41,323
SAN ANTONIO								
Dairy and poultry products:								
Wholesalers	3	808	21	21,580	20,930	650		
Dairy and other products:								
All types	2	(x)	(x)	(x)				(x)
Grocery and provision trade:								
Wholesalers	13	15,725	983	982,852	147,074	552,085		283,693
Brokers and agents	3	5,858	526	526,000		31,000		495,000
TEMPLE								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	3	(x)	11	10,800	600	1,700		8,500
TYLER								
Grocery and provision trade:								
Wholesalers	4	2,350	85	85,430	973	59,843	14,891	9,723
Brokers and agents	1	(x)	(x)	(x)		(x)		

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
TEXAS—Continued								
VICTORIA		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Grocery and provision trade	3	812	50	49,639	12,478	6,849	----------	30,312
WICHITA FALLS								
Dairy and poultry products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade	5	2,602	89	89,587	15,292	36,627	----------	37,668
UTAH								
OGDEN								
Grocery and provision trade	3	3,811	170	170,156	----------	8,741	----------	161,415
SALT LAKE CITY								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade:								
Wholesalers	11	12,995	1,011	1,010,497	239,181	204,622	----------	566,694
Broker and agent	1	(x)	(x)	(x)	----------	(x)	----------	----------
VERMONT								
BURLINGTON								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade	4	2,760	146	146,053	100,104	32,876	----------	13,073
RUTLAND								
Grocery and provision trade	4	2,247	289	289,321	221,521	49,053	----------	18,747
VIRGINIA								
CHARLOTTESVILLE								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Grocery and provision trade	4	1,945	61	61,074	15,756	34,857	----------	10,461
DANVILLE								
Dairy and other products:								
Wholesalers	1	(x)	(x)	----------	----------	----------	----------	----------
Grocery and provision trade	6	2,252	188	183,559	87,048	77,663	----------	18,848

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An* (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
VIRGINIA—Continued								
LYNCHBURG								
Dairy and poultry products:		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	12	6,218	396	373,831	92,180	163,551		118,100
NEWPORT NEWS								
Grocery and provision trade	4	2,411	259	258,839	163,081	62,405	9,000	24,353
NORFOLK								
Dairy products:								
Manufactures' sales branches	1	(x)	(x)	(x)				(x)
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade:								
Wholesalers	20	28,552	3,331	3,316,356	1,263,377	1,033,757	100	1,019,122
Brokers and agents	6	2,643	425	425,000	40,000	275,000		110,000
PETERSBURG								
Grocery and provision trade	7	2,539	39	31,938	3,748	11,840		16,350
PORTSMOUTH								
Grocery and provision trade	3	590	12	12,208	4,068	3,140		5,000
RICHMOND								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Dairy and other products:								
Wholesalers	5	1,399	486	485,719	353,919	124,175		7,625
Grocery and provision trade:								
Wholesalers	15	24,048	1,983	1,979,346	704,428	1,035,548	82,571	156,799
Brokers and agents	3	3,047	152	152,028	20,000	96,403		35,625
ROANOKE								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade:								
Wholesalers	7	5,498	377	377,259	122,127	129,678		125,454
Brokers and agents	1	(x)	(x)	(x)				
WASHINGTON								
BELLINGHAM								
Grocery and provision trade:								
All types	3	1,848	114	114,289	36,799	28,909		48,581
EVERETT								
Grocery and provision trade:								
All types	3	1,876	169	169,067	54,823	21,601		92,643

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS				
				Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
WASHINGTON—Continued								
SEATTLE		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Manufacturers' sales branches	3	6,228	6,151	5,782,240	244,450	190,422	----------	5,347,368
Dairy and poultry products:								
Wholesalers	9	4,275	2,230	2,229,474	1,613,163	616,311	----------	----------
Brokers and agents	1	(x)	(x)	(x)	(x)	(x)	----------	----------
Dairy and other products:								
Wholesalers	6	2,182	1,212	1,212,049	721,140	489,818	----------	1,091
Grocery and provision trade:								
Wholesalers	24	39,458	3,772	3,771,162	1,252,527	735,525	796,058	987,052
Brokers and agents	1	(x)	(x)	(x)	----------	(x)	----------	(x)
SPOKANE								
Dairy products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	----------	----------	(x)
Dairy and other products:								
All types	3	1,970	1,079	1,066,814	499,904	223,849	38,361	304,700
Grocery and provision trade:								
Wholesalers	15	17,025	1,428	1,366,177	316,205	204,698	42,217	803,057
Brokers and agents	2	(x)	(x)	(x)	----------	(x)	----------	----------
TACOMA								
Dairy and poultry products:								
Wholesalers	6	1,850	1,393	1,371,073	1,056,218	161,544	----------	153,311
Dairy and other products:								
Manufacturers' sales branches	1	(x)	(x)	(x)	----------	(x)	----------	(x)
Grocery and provision trade:								
Wholesalers	8	7,652	811	810,700	366,975	140,055	18,293	285,377
Brokers and agents	1	(x)	(x)	(x)	----------	----------	----------	(x)
WEST VIRGINIA								
BLUEFIELD								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)	----------	----------	----------
Grocery and provision trade	6	3,517	204	204,395	59,262	31,423	----------	113,710
CHARLESTON								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Grocery and provision trade:								
Brokers and agents	3	813	121	121,100	----------	600	----------	120,500
Wholesalers	7	10,117	1,037	1,037,207	338,944	157,148	----------	541,115
CLARKSBURG								
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)	----------	----------	----------	(x)
Dairy and other products:								
Manufacturers' sales branch	1	(x)	(x)	----------	----------	----------	----------	----------
Grocery and provision trade:								
Brokers and agents	2	(x)	(x)	(x)	----------	(x)	----------	(x)
Wholesalers	7	6,942	518	518,405	209,132	96,252	----------	213,021

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

[*An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
WEST VIRGINIA—Continued								
HUNTINGTON		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Dairy products:								
Manufacturers' sales branch	1	(x)	(x)	(x)				(x)
Grocery and provision trade:								
Brokers and agents	1	(x)	(x)	(x)				(x)
Wholesalers	9	7,240	484	484,438	90,139	123,233		271,066
MORGANTOWN								
Grocery and provision trade	3	1,564	141	140,545	43,438	24,660		72,447
NORTHFORK								
Grocery and provision trade	3	2,049	232	231,977	125,371	64,650		41,956
PARKERSBURG								
Grocery and provision trade	7	2,760	252	135,410	17,343	63,391	4,000	50,676
WHEELING								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	8	5,397	497	496,624	101,305	297,831		97,488
WISCONSIN								
ASHLAND								
Dairy products:								
Assemblers	1	(x)	(x)	(x)		(x)		
Grocery and provision trade	3	1,202	98	98,079	42,718	23,838		31,523
EAU CLAIRE								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	3	2,057	113	89,191		67,544		21,647
GREEN BAY								
Dairy products:								
All types	3	6,708	6,708	6,708,417		6,708,417		
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	6	7,794	327	326,770	147,125	133,698		45,947
JANESVILLE								
Grocery and provision trade	3	1,391	13	13,456		2,956		10,500
KENOSHA								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Grocery and provision trade	4	1,607	140	140,086	7,310	14,024	3,101	115,651
LA CROSSE								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)			
Manufacturers' sales branch	1	(x)	(x)	(x)	(x)			
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)		(x)		
Grocery and provision trade	4	2,969	264	264,443	81,352	161,213		21,878

TABLE 4.—ASSEMBLERS AND WHOLESALE DEALERS IN DAIRY PRODUCTS—NUMBER OF ESTABLISHMENTS AND SALES BY KIND OF BUSINESS AND TYPE OF OPERATION FOR THOSE REPORTING SEPARATELY THE SALES OF DAIRY PRODUCTS—UNITED STATES, BY CITIES—Continued

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KIND OF BUSINESS AND KIND OF DISTRIBUTOR	Number of establishments	Total volume of business	Sales of dairy products	SALES OF DAIRY PRODUCTS BY KINDS: Total sales of specified dairy products	Butter	Cheese	Milk and cream	Evaporated, condensed, and powdered milk
WISCONSIN—Continued								
MADISON		*Thousands of dollars*	*Thousands of dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*	*Dollars*
Grocery and provision trade	7	3,497	137	136,881	19,082	105,299		12,500
MANITOWOC								
Dairy and poultry products:								
Wholesalers	4	12,940	11,957	11,951,410	379,856	11,571,098		456
MILWAUKEE								
Dairy products:								
Wholesalers	3	1,552	1,429	1,429,423	110,181	1,319,242		
Dairy and poultry products:								
Wholesalers	4	2,270	729	728,937	716,300	5,801		6,836
Grocery and provision trade:								
Wholesalers	45	60,278	3,039	2,010,720	2,010,720			
Brokers and agents	2	(x)	(x)	(x)		(x)		(x)
RACINE								
Dairy and poultry products:								
Wholesalers	1	(x)	(x)	(x)	(x)	(x)		
Dairy and other products:								
Wholesalers	1	(x)	(x)	(x)		(x)		
Grocery and provision trade	7	3,953	249	248,976	174,076	56,549		18,351
SHEBOYGAN								
Dairy products:								
Wholesalers	1	(x)	(x)	(x)		(x)		
Grocery and provision trade	3	1,583	53	52,464	45,550	4,728		2,186
SUPERIOR								
Dairy and other products:								
Manufacturers' sales branches	1	(x)	(x)	(x)				(x)
Grocery and provision trade	5	4,051	79	78,617	6,255	11,850		60,512
WAUSAU								
Dairy products:								
All types	2	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Grocery and provision trade:								
Wholesalers	6	3,514	298	297,984	157,221	82,144	15,799	42,820
Brokers and agents	1	(x)	(x)	(x)				(x)
WYOMING								
CASPER								
Dairy and poultry products:								
Wholesalers	2	(x)	(x)	(x)	(x)	(x)		
Grocery and provision trade	3	1,789	64	64,046	5,000	3,877		55,187

[1] All cities from which were received reports for 3 or more establishments.

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